NATIONAL PETROLEUM NEWS

March 22, 1950
Vol. 42 — No. 12

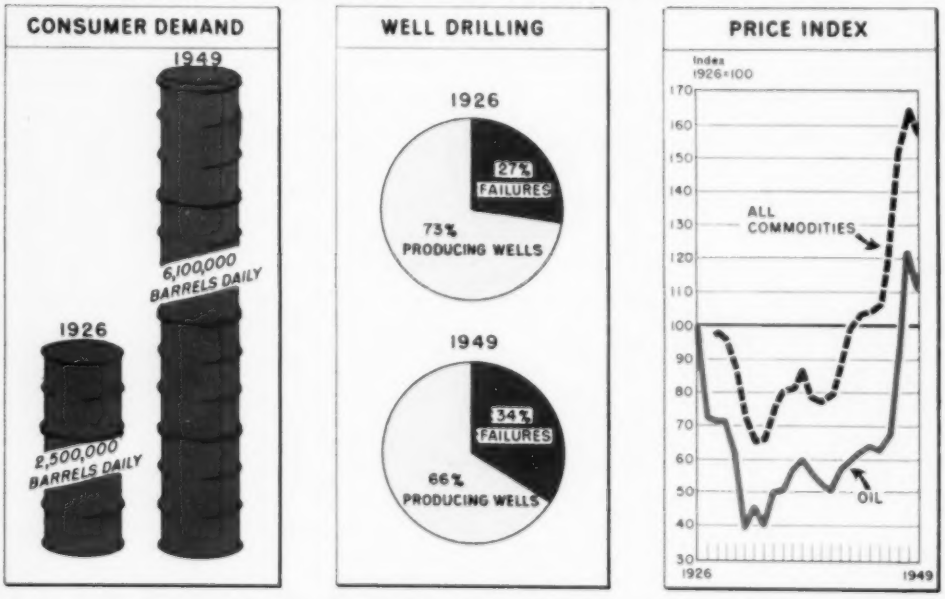
NPN Publishes First Data on Oil Moved by River Barges

This month, for the first time in any publication, National Petroleum News publishes statistics relating to the movement of oil along the nation's rivers. Compiled by Oil and Gas Division, these figures show that movement of crude and petroleum products by barge is especially important to the Midwest—15% of all oil products being transported by barge in District 2. Summary of interstate shipments of crude oil and petroleum products by river barge will become a new NPN feature with the issuance of the OGD report for January, 1950. P. 47.

Windshield Smear Blamed on 'Weather Film'

Naming "weather film" as a leading cause of windshield smear, oil companies and suppliers of windshield cleaning equipment are waging a fight to correct the widespread impression that liquid cleaners are at fault. Research has shown most cleaners blameless. P. 44.

Oil Prices Low Despite Greater Production Risks, Costs



This chart shows how the oil industry has steadily boosted its production over a 24-year period to satisfy rising consumer demand, and, despite increased production risks, has made oil available at a price index level relatively lower than that for other commodities. Independent Petroleum Assn. of America, which prepared chart, says that while the industry has increased its oil production about two and a half times since 1926, drilling has become more risky and oil is more difficult and costly to find

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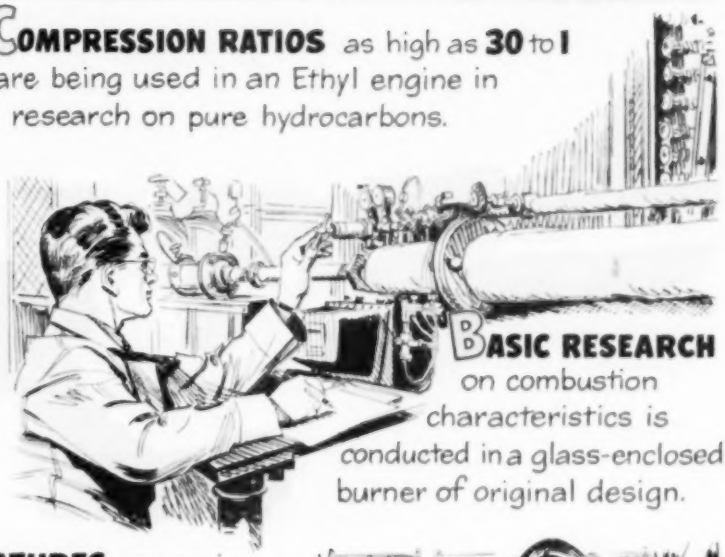

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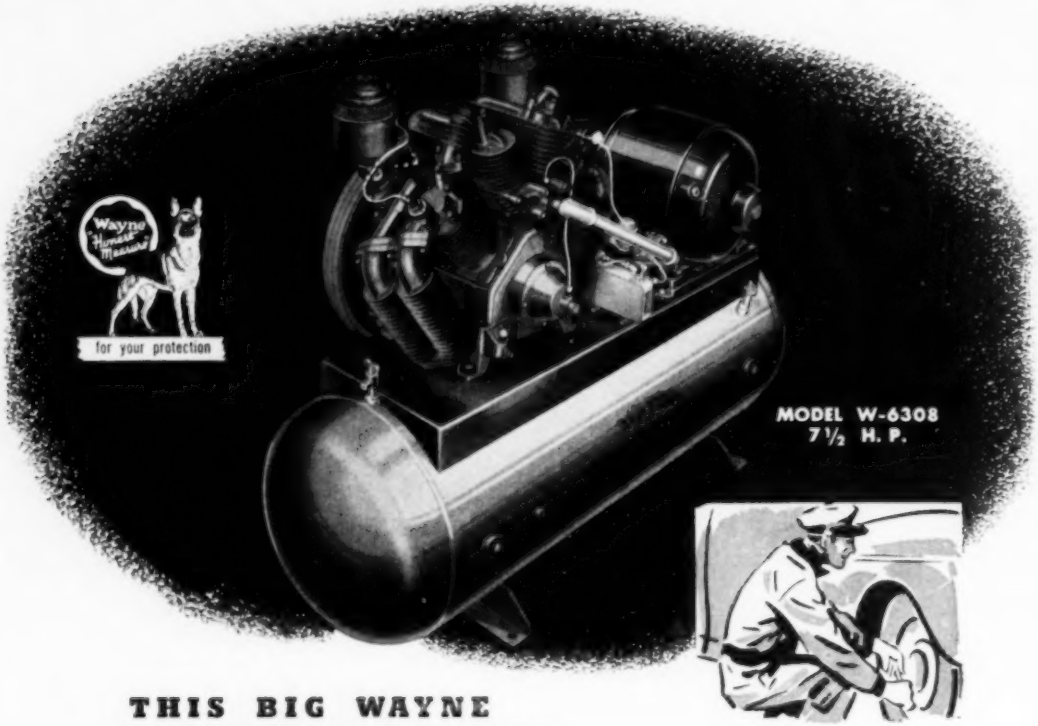

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NATIONAL PETROLEUM NEWS

Vol. 42—No. 12 ESTABLISHED 1909 March 22, 1950

THE NEWS WEEKLY OF THE OIL INDUSTRY

COMING MEETINGS

MARCH

Western Petroleum Refiners Assn., annual meeting, Plaza Hotel, San Antonio, Texas, March 27-29.

APRIL

American Petroleum Institute, board of directors, Houston, Texas, April 3-4.
American Society of Lubrication Engineers, convention and lubrication exhibit, Hotel Statler, Detroit, Mich., April 10-12.
National Oil Jobbers Council, spring meeting, Hotel Tutwiler, Birmingham, Ala., April 11-12.
National Petroleum Assn., Hotel Cleveland, Cleveland, Ohio, April 12-14.
Eastern Petroleum Credit Managers Assn., annual conference, Hotel Kenmore, Boston, Mass., April 17-19.
Society of Automotive Engineers, Aeronautic Meeting and Aircraft Display, Hotel Statler, New York, N. Y., April 17-19.
Michigan Petroleum Assn., convention and exhibit, Detroit-Leland Hotel, Detroit, Mich., April 18-19.
Tennessee Oil Men's Assn., spring convention, Andrew Johnson Hotel, Knoxville, Tenn., April 23-25.
American Petroleum Institute, marketing division, Muehlebach Hotel, Kansas City, Mo., April 24-25.
Natural Gasoline Association of America, 29th annual convention, Texas Hotel, Fort Worth, Texas, April 24-26.
Oil Heat Institute of America, 25th annual convention and exposition, Philadelphia, Pa., April 24-28.
Independent Oil Men's Assn. of New England, Copley-Plaza, Boston, Mass., April 25-26.
National Highway Users Conference, third highway transportation congress, Hotel Mayflower, Washington, D. C., April 25-27.
National Tank Truck Carriers, Inc., mid-year meeting, Palmer House, Chicago, Ill., April 27-28.
Pennsylvania Petroleum Assn., spring convention, Bedford Springs Hotel, Bedford, Pa., April 30-May 2.

MAY

American Petroleum Institute, divisions of refining, mid-year meeting, Hotel Cleveland, Cleveland, Ohio, May 1-4.
Fuel Oil Distributors Association of New Jersey, annual convention and exhibit, Berkeley-Carteret Hotel, Asbury Park, N. J., May 4-5.
Interstate Oil Compact Commission, quarterly meeting, Buena Vista Hotel, Biloxi, Miss., May 4-6.
National Dixie Distributors, Inc., Denver, Colo., May 5-6.
North Carolina Oil Jobbers Assn., Jobbers and Consignment Distributors' Section, to meet simultaneously, Mid Pines Hotel, Southern Pines, N. C., May 5-6.
Independent Petroleum Association of America, mid-year meeting, Los Angeles, Calif., May 7-9.
Liquefied Petroleum Gas Assn., annual convention and trade show, Palmer House, Chicago, Ill., May 8-11.
Empire State Petroleum Assn., Hotel Roosevelt, New York, N. Y., May 14-16.
Oil Industry Information Committee, Chicago, Ill., May 15-17.
National Fire Protection Assn. and API Committee on Accident Prevention and Fire Protection, Atlantic City, N. J., May 15-18.
Southwest Petroleum Credit Group, Fort Worth, Texas, May 21-23.

JUNE

Society of Automotive Engineers, summer meeting, French Lick Springs Hotel, French Lick, Ind., June 4-8.
Pennsylvania Grade Crude Oil Assn., annual meeting, Hotel William Penn, Pittsburgh, Pa., June 15-16.
Colorado Liquefied Petroleum Gas Assn., convention and trade show, Troutdale in the Pines, Evergreen, Colo., June 18-20.

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AHEAD *of the* NEWS

FARMERS FALLING OUT—Recently-concluded public hearings by House Ways and Means Committee on the co-op tax issue have resulted in widening the rift between Agriculture Secretary Brannan and one of the nation's most potent farmer groups—American Farm Bureau Federation. Already irked at the federation's opposition to the Brannan Farm Plan, the secretary now takes issue with the farm group's testimony calling for taxation of undistributed co-op income and establishing limits on allocated reserves. These suggestions are "devoid of merit," says Mr. Brannan in a statement filed with the committee after the conclusion of public hearings.

●

PIPE LINES ALSO—Tank truckers will contend before the ICC that cutting oil rail rates below the competitive level of tank trucks won't be of material help in solving railroads' problem of declining traffic and revenue. They feel that full recognition has not been given in the past to the effect of pipe line construction, among other things, on railroad oil traffic. So, they suggest that—even should the proposed reduction be granted rails in the southern rate case—further reductions would have to be resorted to since, in their opinion, the proposed rates cannot attract enough volume to increase rail revenue materially.

●

FOREIGN REFINERY EXPANSION—Refinery expansion in the foreign field has about reached its peak, according to a top official with a leading refinery engineering-construction firm. All major new projects, he believes, have already been planned and most of them announced. Construction work on these installations, of course, will continue at a high level for about another two years. In the domestic field, he foresees another wave of expansion starting in late '51 or early '52, with little activity until then.

●

'TWOULD MAKE 4—National Security Resources Board, which is supposed to draft mobilization plans for the oil as well as other industries, is on the hunt for a refinery man and a production expert as additions to the oil staff of its Energy Office. At present, the staff is badly undermanned, consisting only of a chief (Charles Rayner, ex-American Independent Oil Co.) and a statistician (George Hopkins, ex-U. S. Bureau of Mines).

TRUCKERS SEEK TEST—For-hire trucking interests are looking around for a common carrier trucking firm to take the now famous Lenoir Chair Co. case to federal court. In this case, Interstate Commerce Commission ruled that the Lenoir, S. C., Furniture Co. was a "private carrier" in regard to deliveries of its own products in its own trucks. As a private carrier, Lenoir thus escapes ICC controls. Commercial truckers contended company should be placed in same bracket as themselves because Lenoir derived "compensation" from hauling its own products. If commercial truckers find a for-hire carrier willing to challenge ICC, they are talking about taking the case all the way to the Supreme Court.

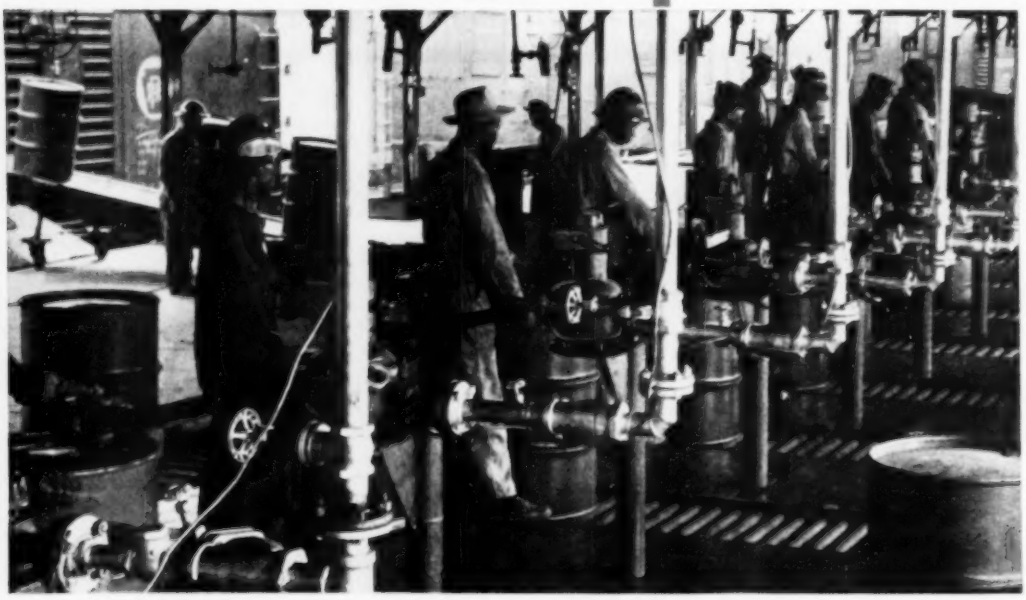
●

RADAR ON BARGES—A vitally important but little publicized factor in speeding up and making more efficient barge delivery of petroleum products on the Mississippi River waterways is the recent extensive use of radar on towboats. Radar first was installed about three years ago on an experimental basis but now is regular equipment on most barge lines. Head of one large barge company reports that radar more than paid for itself in preventing propeller damage during the fog season from October to March. Radar on this line shows objects 30 miles away. Its great value is in warning of the approach of other barges, heavy drift wood and sand bars in fog. Use of ship-to-shore telephone also is playing an increasingly important part in barge operations. This permits the barge company to keep the terminal operator informed a day or two in advance of the expected hour of arrival. Previously, barge company officials usually could only hope that a barge was staying on schedule and tell the terminal when they believed it might arrive. Frequently their calculations would be two or three days off.

●

QUIET EXIT—There will be no meeting of the Interstate Oil Compact Economics Committee at the compact's spring session in Biloxi, Miss., May 4-6. The Economics Committee was quietly killed a few weeks ago when members received letters thanking them for past services and saying that the committee was not being reappointed for 1950. This was not a surprise to members because the committee's teeth had been pulled about a year ago when it was told to confine itself to making factual reports on past supply and demand, thus eliminating its forecasts.

How to Drum Up Profits



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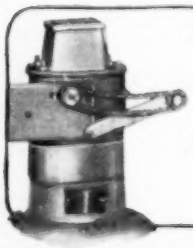

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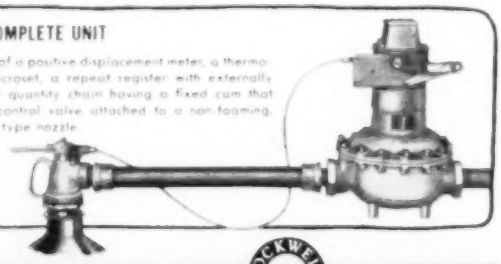

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Mr. Yocom

WASHINGTON—By Herbert A. Yocom

Opposition to Proposed Truman Coal Study Outweighs Support

More people on Capitol Hill seem to be pulling against President Truman's proposed study of the coal industry than are pushing for it.

The way the wind blows is indicated by the resolution introduced last week by Sen. Myers (D., Pa.), who suggests that what is really needed is to develop a national policy respecting the use of all fuels and energy sources.

"I firmly believe," says the senator, "that such a study of our fuel picture will give us the concrete answers to what the problems of the coal industry are, and what the problems of our other fuel industries are. I believe that we must define these problems clearly before any half-baked solution to them is attempted."

* * *

We wouldn't know whether by this the Pennsylvanian meant to imply that the coal commission approach proposed by President Truman is "half-baked," although it does sort of sound as though he did.

There is, however, justification for thinking that what Sen. Myers hopes to accomplish by his resolution is either (a) to kill off the coal investigation outright, or, failing that, (b) to so obscure the original purpose by introducing the new objective of a national fuel policy that coal's troubles will be largely forgotten.

And you don't have to look very far for the reason why. The coal industry doesn't relish an investigation of the sort sought by the President. That goes both for coal management and for John L. Lewis and his United Mine Workers.

The former say they don't want an investigation because it wouldn't accomplish anything unless one purpose—which they doubt—is to delve extensively into coal's labor difficulties. Lewis, on the other hand, is opposed for the very obvious reason that an honest inquiry couldn't help reaching the conclusion that his throttling grasp on the industry has got to be broken.

So, if Sen. Myers and other friends of coal management and labor can have their way, it appears that President Truman's investigation will wind up on a sidetrack for good or be shunted off into the wild blue yonder where it probably would lead to absolutely nothing.

* * *

There's no denying, of course, that the coal men would like to see Congress undertake to formulate a national fuel policy if they could be assured the only result of that policy would be a fencing off of coal's markets against further invasion by competing fuels.

Yet it is inconceivable Congress would do any such thing. Not only would it be discriminatory against oil and gas, it would discriminate also against the consumer not yet converted to these cheaper, more efficient fuels by forever foreclosing him from exercising that right.

Imagine Congress telling the railroads, for example, the Dieselization must stop, when only this past week the Interstate Commerce Commission was able to report that the cost of coal to perform work done by railroad Diesel power in 1949 would have been almost 225%, the equivalent Diesel oil cost.

Why it would be almost as silly as if some earlier Congress, back in the 1800s, had ruled that only half of our Navy and Merchant Marine could turn from sail to steam—because there was wind to spare.

Mr. Castle

MIDWEST—By Leonard Castle

State Forces Stage Fierce Fight To Win Missouri 'Gas' Tax Vote

At this writing, the prospects appear about even that Missouri voters on April 4, after one of the bitterest campaigns in Missouri history, will reject the proposal of Gov. Forrest Smith to increase the state gasoline tax to 4c per gal. from its present 2c. Close observers say that the outcome must be listed in the doubtful category and unless opponents of the tax increase work diligently between now and election day to turn out a big vote the Smith forces are likely to carry the issue.

Gov. Smith has used every resource at his command to put over the tax increase. Newspapers and others have charged that:

The governor has tapped the salary checks of state employes under his control to help finance the campaign. He has used state employes, and particularly those in the state highway department, to mail out literature and make house-to-house canvasses. He has solicited and accepted contributions from road contractors. He has made false and underhanded attacks on the oil and trucking industries. He has placed direction of the campaign in the hands of two of his chief lieutenants, John Hendren, state Democratic chairman, and James Kirkpatrick, the governor's publicity secretary.

The 2c increase in the gasoline tax was enacted by the legislature a year ago. But before it could become effective, 212,000 Missouri citizens—four times more than needed—signed petitions calling for the special referendum.

The main reason the tax increase might carry is that in many cities and towns it will be the only issue before the voters and it is feared that many persons who ordinarily would vote against a tax increase on general principles will neglect to go to the polls. The Smith forces, on the other hand, working with a solid core of state and county courthouse employes, are certain to get out their vote. Some cities and towns are holding municipal elections April 4 and in these areas, where the vote will be comparatively heavy, the tax is expected to be rejected.

* * *

Missouri's 2c gasoline tax is the lowest in the nation—a fact the Smith forces have played up in dramatic fashion. But they have glossed over the fact that under the state constitution none of this tax money can be diverted to purposes other than streets or highways, a practice common in most other states.

More important still is the fact that the 2c gasoline tax accounts for only a portion of the burden on the Missouri motorist. In addition to the gasoline tax he is beset by a long list of state and local levies uncommon to most other states and of these the pro-tax forces have said little or nothing.

The Missouri motorist must pay

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a property tax on his automobile. In approximately 65 cities and towns he must pay a municipal gasoline tax ranging from 1c to 1.5c per gal. In addition, most cities require city license tags, cost of which ranges from $1 to $5.50. The receipts from these latter two levies are used for general revenue purposes by the cities and only incidentally does part of the money go for the upkeep of streets and highways. St. Louis nicks its motorists 25c for a city driver's license which, of course, duplicates the state driver's license requirement.

* * *

Gov. Smith's campaign of villification against Missouri oil men hit a new low recently when he charged that the industry made a $20,000,000 extra profit in 1949 by maintaining prices at the same levels as surrounding states despite Missouri's lower tax rate, and that the industry was collecting a huge "slush fund" to finance the campaign against the tax. To "prove" his point on extra profits, the governor compared prices in Kansas City with those in neighboring states. What he failed to point out was that Kansas City has a municipal tax of 1.5c per gal. which, together with the state levy, makes a total tax of 3.5c, which is higher than in Illinois and is approaching the rates in Iowa and Kansas.

Both of the governor's charges were denounced and denied by C. C. Divinny, Kansas City manager for Mid-Continent Petroleum Corp. and chairman of the Missouri Petroleum Industries Committee. Mr. Divinny stated unequivocally that no oil company had profited by so much as a penny from the lower Missouri tax. He declared that no oil company ever had asked its dealers or employes to contribute to a "slush fund" nor had any oil company contributed any money to the Automobile Club of Missouri, which is leading the campaign against the increase.

The pro-tax people guaranteed themselves the assistance of courthouse officials by providing that 1c of the additional tax would be turned over to them for construction and maintenance of county roads which never before were a part of the state highway system. The governor also has proclaimed that with the extra tax the state will maintain all city streets over which highways pass. By thus promising all things to all people, he is attempting to woo both the rural and the urban voters.

A leading supporter of the tax increase is the Missouri Farmers Assn., a co-operative organization. Some leaders of the Missouri Farm Bureau Federation are supporting the tax increase but many county farm bureaus have split with the state organization and are opposing the new taxes. Supporting the Automobile Club of Missouri in opposition to the measure are the Missouri Bus and Truck Assn. and the Missouri Petroleum Assn.

Mr. Bjorkback

ATLANTIC COAST—By Raymond E. Bjorkback

Ban on Imports Could Affect Fuel Oil's Competitive Status

It looks as though the heating oil distributor on the eastern seaboard is going to have to watch more than natural gas in his efforts to be equal to rising gas competition.

The question of restricting oil imports—and the effect this could have on future heating oil prices—is once more before Congress, which put Independent marketing groups, who testified in Washington against arbitrary imports restrictions last fall, about where they were six months ago.

Again, it is Sen. Thomas (D., Okla.) who is proposing legislation which would be bound to act, at times, as an artificial barrier to lower prices for crude oil. By an amendment to the Internal Revenue Code, Sen. Thomas would restrict imports to 5% of domestic requirements except when domestic supply falls short of meeting demand.

The Oklahoman proposes to do this out of an understandable and laudable desire to insure the health of the "domestic oil industry." Certainly, it is calculated to help insure Independent domestic producers against financial loss in their operations. But when crude prices are supported—what then of the Independent refiner? What then of the prices of the products the marketer handles?

All agree that oil imports should not be "excessive," though the definition of that word varies widely. But imports in reasonable volume might well constitute some of the best assurance the distributor can have that the price of No. 2 fuel will be competitive with that of gas.

Sen. Thomas wants some substantial assurance that oil imports will be reasonable in volume. It ought to be clear to him that U. S. companies operating internationally aren't going to exploit their foreign holdings to the distress of their domestic investments.

Take, for example, the home and foreign assets of the Arabian American Oil Co.'s parent companies—The Texas Co., Jersey Standard and Standard Oil of California, each of which owns 30% of Aramco, and Socony-Vacuum, which owns 10%.

On a basis of round, rough figures, the assets in the U. S. of these four companies and their subsidiaries amount to about $4,800,000,000. Their foreign assets add up to about $1,400,000,000. Thus, the domestic assets are more than three times as great as the foreign.

Aramco itself represents a matter of $600,000,000, or about one-eighth of the domestic assets total.

* * *

Now the National Coal Assn. is plumping for either volume restrictions on oil imports or an import tax on oil, asserting the coal industry is being "drowned in foreign oil." The coal group's action underscores the fact that much of the oil being imported is, or becomes, residual fuel oil.

Now that John L. Lewis has saddled another load on the coal price, coal is less competitive than ever. So the coal people want to restrict oil imports in order to make their own situation less difficult.

* * *

By sticking to economic realities—to the law of supply and demand—the oil industry has managed to give the country what has been referred to as an "oil and gas economy"—volume, quality and low price.

It has demonstrated repeatedly the folly of tinkering with the law of supply and demand—the folly of forgetting or ignoring the consumer.

* * *

Rep. Rivers (D., S. C.) bethought himself of the consumer, as imports affect the latter, in discussing in the House on March 9 the threat to U. S. oil investments abroad posed by British currency-control restrictions on imports of dollar oil into the sterling area.

Rep. Rivers was emphasizing how important he feels it is to our national security that the U. S. have sources of oil abroad as well as at home. Among the advantages are a cushion of "shut-in production" in

HARD TO *Beat*

WORLD'S FINEST OIL . . .

Backed by 27 years of continuous advertising

Here's a sales combination that's hard to beat—the finest oil you can sell backed by hard-hitting advertising in leading national and farm magazines. Remind your dealers that these advertising messages are reaching their customers, month after month. Tell them that this advertising has been directed to car and truck owners for *27 years* and that millions of them know they'll get sure, safe motor protection when they buy 100% pure Pennsylvania motor oil.

PENNSYLVANIA GRADE CRUDE OIL ASSOCIATION
Oil City, Pennsylvania

Guaranteed 100% PURE PENNSYLVANIA OIL
Made from the highest grade crude oil in the world

For your protection, only oils made from 100% Pure Pennsylvania Grade Crude which meet our rigid quality requirements are entitled to carry this emblem, the registered badge of source, quality and membership in our Association.

the U. S., and less-than-market prices to the armed forces for products, he said. Then he added:

"But my people at home are also concerned over the cost of oil, gasoline and oil products. I do not believe in the unlimited import of oil produced outside the U. S. but neither do I believe we should shut out all such oil and thereby force up or maintain an artificially high price at home."

Mr. Breese

PACIFIC COAST—By Frank Breese

Union Oil Offers Super-Service System for Station Customers

For years, Union Oil's "Minute Man" has been the symbol of service in service stations. The round, hustling figure has been exploited in advertising and promotion to publicize Union Oil's emphasis on service.

Now the company is coming out with a super-service gauged to the requirements of postwar competition. Hailed as "the Minute Man 1-2-3 System," this service is the subject of an intensive advertising campaign now breaking in the West.

The system consists of three types of service, any one of which the customer may choose when he drives into a Union Oil station. The first one, called "Service No. 1", is also advertised as "the full treatment", comprising 10 different services. "Service No. 2" is the "regular" service for a person who is in a hurry. The third, "Service No. 3" is for the motorist who just has time to have his tank filled.

The de luxe No. 1 service includes nearly everything except a manicure and a shoe shine. When a customer rolls into a station and raises his index finger to an attendant, here's what happens: (1) Gasoline is pumped into his tank. (2) The oil level is checked. (3) The windshield is cleaned. (4) Water is checked. (5) The tires are checked. (6) The beam headlight glass is shined. (7) The battery is checked. (8) All the windows are cleaned. (9) The ash trays are emptied. (10) The interior is cleaned out with a whisk broom.

The two-finger signal will result in half the routine, covering the first five services.

The very minimum is No. 3, called "the quickie", which includes gasoline, oil check and windshield-cleaning.

It is felt that this new system which features both flexibility and greater service will be an effective means of getting and holding business. There is a pertinent psychological aspect. It is left to the customer to indicate how much service he wants. When the motorist depends on the attendant's initiative, some times he frets impatiently as the attendant painstakingly polishes all windows or drives off feeling slighted but unwilling to complain if service has been limited to filling the tank.

Union Oil officials are confident the system will be successful because it is calculated to cater to customers' whims as well as needs. Some of them believe it may change the whole approach to retail marketing operations.

At any rate, it may force a test of the whole issue of service. The philosophy of self-service stations, which have been taking business away from conventionals, is that customers like to serve themselves because they feel they are earning a discount. With the current price war whittling down the retail price differential between conventional and self-serve stations, Union Oil's experiment may indicate how motorists in general really feel about service.

The new service, which is one of Union Oil's most important postwar innovations, was prefaced with a 24-sheet poster teaser build-up in western states. Posters carried only the numerals "1, 2, 3."

Union is breaking details of the new service with 24-sheet posters and full-page black and white advertisements in 200 newspapers. Four-color ads have been scheduled in *Pictorial Review*, a weekly newspaper supplement, and in the comic sections which belong to the metropolitan group, including key newspapers throughout the country.

A direct mailing piece will go to all credit card holders.

Until this campaign broke, Union Oil had been concentrating on institutional advertising with special emphasis on Triton oil in the outdoor posters.

It is noteworthy that Union Oil's introduction of a super-service coincides with the 60th anniversary of the company's founding.

* * *

In the postwar era, General Petroleum's president, Robert L. Minckler has delivered a number of speeches which have been characterized by their forward-looking nature — pronouncements reflecting trends and anticipating problems. While he refers to regional situations, his context is usually broad enough to embrace the industry in perspective. Consequently, oil men look forward to his speeches for new thoughts, new ideas, new attitudes and new analyses.

Mr. Minckler's speech before the San Joaquin Valley Oil Producers' Assn. last week was significant for the new thoughts, new ideas, new attitudes and a new analysis he presented. Four were regarded especially significant:

1—Heavy fuel oil must be cast in a new role. Instead of viewing it primarily as a burning fuel which is becoming a greater liability by the month, oil men must treat it as a raw material that must be subjected to refinement. It must be handled as a refining problem, not a marketing problem, Mr. Minckler commented.

2 — Exploration and wildcatting should be encouraged instead of discouraged, even though supply seems to be running ahead of demand. Discoveries must be maintained so that there will be the reserves essential to the industry's future.

3—Components of the industry should form a common front to resist the efforts of persons and parties set on bringing about the disintegration of the petroleum industry in its present form. He counselled oil men to be keenly aware of public relations and public reaction so they can act accordingly.

4—In a statistical analysis, Mr. Minckler traced the rise of petroleum as the chief source of energy in the United States and the parallel decline of coal as an energy source.

The latter two points are complementary, Mr. Minckler pointed out. "Other energy industries have failed in meeting their share of the increased use of energy. The electric power industry has lost its freedom and is under the withering blight of governmental control; coal has lost its freedom to a labor dictatorship. Only oil and natural gas have remained free to advance the standard of living and to bring an increasing supply of the good things of life to our people, and they have done just that."

Mr. Minckler commented that the history of the development and use of energy (of which petroleum is the chief source) is the history of civilization. He observed, "Oil men are naturally very modest and retiring. They don't like to be boastful, but we might as well face the fact—we are the most powerful people in the world."

N. J. Nahoom . . . . President of Florida Marketers

A ticket was put on N. J. Nahoom as a future president of the Florida Independent Petroleum Marketers Assn. when he gave the report of his Legislative Committee at a meeting last summer. When his report was completed, the room was buzzing with comments about his logical presentation, his thoroughness, his enthusiasm.

It was no surprise, therefore, when the association, at its annual meeting in January, elected him president.

Mr. Nahoom is a relative newcomer to the oil business. He joined the Citizens Oil Co. at Tallahassee, Fla., in 1946. A year later he was made general manager, which position he still holds. Prior to that he had been an accountant in private practice and for the state of Florida. During the war he served in the 124th Infantry.

Mr. and Mrs. Nahoom have five children, three boys and two daughters, ranging from 1 year old to 10.

NATIONAL PETROLEUM NEWS

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API Drafts Stock Loss Data to Aid Oil Marketers

First of 3 Pamphlets Being Prepared by Top Oil Experts May Be Ready for Kansas Marketing Meeting

Indiana Price Change

Standard Oil (Indiana) last week made an eight-state reduction in its tank wagon prices for gasoline. For a report on this and other late developments in the oil market, see p. 52.

By PAUL WOLLSTADT
NPN News Editor

Three pamphlets on how to reduce petroleum product stock losses are being prepared for the API Marketing Committee, and at least one of them is expected to be ready when the committee meets at Kansas City April 24 and 25.

The pamphlets, being prepared by the industry's top experts on stock loss control, are intended to benefit all in marketing—from terminal operators to service station dealers.

The project is probably the most ambitious ever undertaken to make marketing operations information available to Independents. It has been underway nearly a year under the chairmanship of Harry J. Kennedy, vice president of Continental Oil.

Summary of Material

When the pamphlets are completed, they will represent a summary of a mass of material obtained by Mr. Kennedy's committee from 19 large companies, most of which have special stock control departments. The pamphlets, however, will be written in non-technical language.

At the Marketing Committee's meeting in St. Louis last May, Mr. Kennedy was appointed chairman of a special stock control subcommittee by Barney Majewski, who heads the API's committee to develop a program of service of marketers.

Glen Bodman, assistant controller of Continental, solicited information on stock control from the large companies, using an elaborate questionnaire and making several personal interviews.

At a meeting in New York on Feb. 9, Mr. Kennedy's group reviewed the material. Attending the New York meeting were: Mr. Kennedy, R. F. Baity, Standard of Indiana; Marc F. Braeckel, Sinclair and Richfield; A. L. Feinman, Inter-City Gasoline Dealers Assn. of New York; John Harper, Harper Oil, Long Island City, N. Y.; L. E. Ulrope, Esso Standard. Charles J. Swarthout, Associated Petroleum Retailers of Greater St. Louis, is a member of the group but could not attend the New York meeting.

Mr. Kennedy and his committee decided that the job of assembling the material should be turned over to stock control experts. J. H. McClintock of Esso Standard was asked to organize a group of techical men for this purpose.

The following are working with Mr. McClintock: E. L. Hoffman, Socony-Vacuum; P. Frank, Sinclair; P. B. Kievit, Tide Water; H. C. Packard, Shell; W. F. Wilson and P. J. Milo, Texaco; R. W. Martz, Esso Standard; John W. Frey, API director of marketing.

The three pamphlets will cover:

Transportation — Of interest primarily to terminal operators. This pamphlet is under the supervision of Mr. Martz.

Bulk Plant Operations—Of interest to jobbers and consignment distributors—under the direction of Mr. Hoffman and Mr. Packard.

Retail Losses—Of interest to service station owners and dealers—under the direction of Mr. Frank and Mr. Kievit.

Preliminary drafts are expected to be ready for review by Mr. Kennedy's committee at a special meeting planned for Cleveland on April 12. It is hoped that one or two will be in final form so that they may be submitted to the full API Marketing Committee at the Kansas City meeting two weeks after that.

Mr. Kennedy said this week that his committee is impressed by the accomplishments to date of Mr. McClintock's group of technical experts.

"They are performing a service," he said, "which will bring profit to the industry and to the consuming public for many years to come."

Presentation of the report will be one of the features of the Kansas City meeting of the Marketing Committee and the Lubrication Committee. Sessions will be held at the Muehlebach Hotel.

Following is the complete program:

Monday, April 24

Morning Session—10 a.m.

Business meeting of Lubrication Committee, William M. Murray of Deep Rock, chairman.

Afternoon Session—2 p. m.

Group session, J. Howard Marshall of Ashland presiding.

"Supplier-Jobber Relations," John L. Bero, chairman of the National Oil Jobbers Council and president of the Bero Oil Co., Duluth, Minn.

"The Economics of Lubricants Distribution," W. H. Garbade, president, Deep Rock.

"A Common Denominator for Our Competitive Industry," R. F. Baity, vice president, Standard of Indiana.

Tuesday, April 25

Morning Session—10 a.m.

Business meeting, open to all marketers regardless of whether members of the API.

Presentation of a suggested industry advertising program on passenger car lubrication, B. G. Symon, Shell.

Report on the Lubrication Committee's activities and program for 1950, W. M. Murray.

Report of the Manpower Utilization Subcommittee by E. J. McClanahan, vice president, Standard of California.

Report of Stock Control Subcommittee by Harry J. Kennedy, vice president, Continental Oil.

Report of Building Code Committee by R. A. Niles, Standard of Indiana.

Floor discussion.

House Committee Recommends OGD Be Abolished or Substantially Cut

WASHINGTON — Interior Department's Oil and Gas Division—and, inferentially, the National Petroleum Council—is under fire from the House Appropriations (Cannon) Committee.

There is "no need at present" for "active government co-operation with the petroleum industry," said the committee in recommending that OGD be either abolished or substantially reduced.

Views of the committee, which in 1947 tried to cut OGD off without a dime of appropriations, were made public this week in a report on a bill appropriating funds for Interior and other departments and agencies for the fiscal year beginning July 1, 1950.

Said the committee in its report:

"It is noted that the Oil and Gas Division was established after the war to continue certain functions performed by the Petroleum Administration for War.

"There was a need to have active government co-operation with the petroleum industry during the period of maldistribution of oil products just after the war, but the committee is cognizant of no such condition or need at present.

"Therefore, the Oil and Gas Division should be either abolished or substantially reduced. Specialists in the petroleum field can be made a part of the program organization to advise the secretary on policy and co-ordination of those matters for which the department is responsible by law."

The committee, however, did not take the direct route of killing off OGD by withholding funds. It approved a total of $2,315,000 for the Interior Secretary's office, of which, apparently, $198,825 could be used for OGD's co-ordinating activities.

Approved without any comment was a separate item of $200,000 for enforcement of the Connally Hot-Oil Act, which OGD administers. This is $25,000 more than OGD has voted for this purpose during the current fiscal year.

The appropriations measure—the so-called "omnibus" bill—now goes before the full House. It will be considered by the Senate when the House completes its action.

In 1947, when the House—following the recommendations of the appropriations group—chopped off OGD without any funds, it took the intervention of the then-Secretary, J. A. Krug, and NPC Chairman Hallanan and other industry leaders to get the Senate to restore funds for the division.

The House committee three years ago proposed confining OGD responsibility strictly to enforcing the Connally Act, and that on a limited basis, until such time as Congress might authorize it to function in the field of policy direction. Also, the committee expressed the hope when that is done, that "collections" can be taken from the oil industry to foot the bill for statistical and other studies, just as the coal industry did during the days of the old Bituminuos Coal Commission.

Truckers Label Proposal to Cut Rail Rates In Southeast as 'Transportation Suicide'

NPN News Bureau

WASHINGTON—Proposal of southeastern railroads to slash freight rates on petroleum products threatens "transportation suicide" in 10 southern states directly affected, tank truck carriers warn in brief filed with Interstate Commerce Commission.

Truckers' protest was filed by National Tank Truck Carriers, Inc., representing more than 400 for-hire tank truck carriers—70 of whom operate in southern territory covered in proposed rate changes.

Brief declares that more than 6,000 new rates from 81 points of origin over more than 15,000 routings are set up in the "chaotic" rate proposals which should be rejected by ICC. Rate cuts were proposed by rails without regard to their own costs of handling petroleum products and as a means of "eliminating or weakening" the tank truck carrier industry, commission was told.

Brief adds that, not only trucking industry, but entire petroleum distribution industry of the South—including tankers and seaports, river barges and terminals, pipe line operations and railroads themselves—would be threatened by proposed rate changes.

Charging that rails seek ICC approval of "whatever rates are necessary to take business away from competing types of transportation irrespective of cost," truckers point out:

"Nothing could be clearer than this purpose when one considers the testimony of rail officials and shipper representatives to the effect that the rates were built upon scales demanded by the oil companies as representing the level necessary to induce them to give the railroads the traffic."

Emphasizing "discriminatory" character of rates proposed, truckers cited rates sought between Mississippi and Tennessee, Alabama and Louisiana, pointing out that, in general, rates from Mississippi points are on a higher basis than rates to points from border states on equal mileages. This situation "has the necessary result of favoring oil companies which ship into Mississippi from bordering states," brief asserts.

"The record established beyond doubt," brief continues, "that the proposed point-to-point rates are without comprehensive regional plan, that they bear no relationship to cost of the individual movement, and that they were established without preference to present or potential volume of traffic.

"They are discriminatory as between origins and will result in the uneconomic disturbance of expensive investment in pipe line and port terminal facilities. They were carelessly and unrealistically derived so as to be applicable over a multiplicity of two, three or four carrier routes permitting and encouraging waste of rail transportation facilities by those concerned with the procurement of the maximum mileage rentals on tank car equipment.

". . . The existing rate structure has grown like Topsy without full recognition of the effect of the construction of pipe lines and of changes in the marketing system but these distortions will only be aggravated by the approval of the presently proposed rail rates."

After asking ICC to reject rails' proposal and to make, instead, a general investigation of all freight rates and their competitive relationships, truckers concluded:

"The proposal is transportation suicide, and threatens eventual nationalization of the railroads and is without benefit to the consuming public in the form of reduced petroleum prices. Short haul rates as involved in this proceeding (under 200 miles) have no material effect on the selling price of gasoline or fuel oil."

ICC's suspension order relating to proposed rates is due to expire on May 9, but truckers are looking for ICC to render its final decision considerably before that deadline.

* * *

WASHINGTON—Interstate Commerce Commission has suspended for investigation from March 17 until Oct. 18 operation of certain New York Central Railroad tariff schedules proposing to reduce rates on petroleum products, in tank-car loads, from Albany and Rensselaer, N. Y., to Pittsfield and Coltsville, Mass., and Chatham, N. Y.

Rail Unions Demand Curbs By States on Oil Trucking

Call Highway Haulers 'Fiery Menace' in Bid For Laws to Bar 'Excessive' Gasoline Loads

NPN News Bureau

CLEVELAND—Leveling a knockout blow at oil transportation by truck, railroad labor unions are seeking state legislation to restrict hauling of gasoline and other explosive materials over public highways.

The attack is being waged by the Brotherhood of Locomotive Engineers and "other standard railroad labor organizations." The reason they give is that gasoline trucks are a "fiery menace" at railroad crossings; that they are "permitted to snake about the highways without stringent regulation;" that they pound away the highways paid for by the overburdened taxpayer . . . (and) jeopardize the taxpayer's very life."

A vigorous defense by the oil and trucking industries was urged last week by William M. Pritchard, vice president and traffic manager of Coastal Tank Lines, petroleum trucker of York, Pa. He termed the unions' campaign "vicious."

Editorial Scores Trucks

Specifically, according to an editorial in the February issue of *Locomotive Engineers Journal*, signed by Editor Paul M. Smith, the unions want to bar the hauling of "excessive quantities" of gasoline and other explosive materials over public highways.

"Rigid state regulations," writes Mr. Smith—"strictly enforced" to govern operations of tank trucks and trailers used in hauling inflammable and explosive liquids—"are long overdue."

Most of his editorial is devoted to a discussion and description of accidents in various parts of country, as a result of which, he says, "many members of our brotherhood are already martyrs to this failure on the part of state legislatures to restrict hauling of quantities of such materials by tank truck."

Summing up, Mr. Smith asserts:

"Freight trailers on the highways imperil the lives of many even when loaded with ordinary materials, but when the load itself is dangerous the hazards are multiplied.

Time to Act, Editor Says

"It is time this menace be obliterated from our highways and railroad crossings by either the barring of the operation of tanker trucks and trailers carrying excessive quantities of dangerous cargoes or the strict enforcement of regulations curbing them in such a way that they no longer jeopardize the lives of railroad operating employes and the passengers that ride the trains. This enforcement plan should carry with it severe penalties for violation by owners of the death-dealing trucks flaunting the regulations. By all means state legislation should be enacted clamping down on this dangerous situation."

Mr. Smith told NATIONAL PETROLEUM NEWS that this is the first time his publication has spoken out on the matter editorially, but that it carried a feature article in its October, 1949, issue on railroad crossing accidents involving tank trucks and trailers.

"The situation has reached the point where we feel we have to do something for the protection of the engineers," Mr. Smith asserted.

Trucker Fights Back

Citing the need for vigorous opposition to the rail unions' attack, Mr. Pritchard, stated last week:

"Here is a situation where they (rail unions) take as an excuse for restrictive legislation a few truck accidents which occurred at scattered intervals in the entire country, in spite of the fact that the oil industry and the 'for hire' tank truck carriers, such as ourselves, have an outstanding safety record better than that of the general truck operators, as proven by the facts and figures."

Mr. Pritchard pointed out that the lobbying ability of the Brotherhood of Locomotive Engineers and other railroad labor organizations "in every legislative body in this country" is well known. He observed that politicians are "eager to do the bidding" of labor organizations, adding:

"It is difficult to conceive that good shippers such as the oil companies should be singled out for such an attack by the very people to whom they contribute a large portion of payroll dollars in the form of payment for freight charges."

Bill Proposes ICC Rule On Truck Size, Weight

NPN News Bureau

WASHINGTON—Bill that would give Interstate Commerce Commission authority to establish size and weight limits on trucks moving in interstate traffic has been introduced in Congress by Rep. Herlong (D., Fla.) and referred to House Commerce Committee.

Under provisions of bill (H. R. 7637), ICC could prescribe limits, as applicable to any state or subdivision, when investigation discloses that such action is "necessary to remove existing unreasonable obstructions, burdens, or discriminations, or to abate unreasonable interference with the application in the public interest of a desirable degree of uniformity in such regulations . . . "

Shell Oil Marketing Research Utilizes 'Pilot' Bulk Plants

NEW YORK—Shell Oil Co. is using one of its bulk plants in each of its 15 marketing divisions as a marketing research "pilot plant" and a point for training employes in new distribution methods.

Adopting the engineer's idea of a pilot plant for small-scale testing of new methods under actual operating conditions, Shell chose not to build new units, J. G. Jordan, vice president in charge of marketing, recounted this week.

Its thought, he said, was to use existing bulk plants in order to keep test facilities as similar as possible to those in its other installations, while using them to "set the pace in efficiency" for the company's 684 other plants.

The test units, Mr. Jordan said, are actually distribution laboratories in which the microscope is being put on costs of operations involved in moving products from plant to ultimate consumer. Key subjects under investigation are clerical procedures, warehousing, routing and dispatching of trucks, safety and physical appearance of facilities.

Key personnel from marketing division offices supervise the pilot plant studies, and also train local employes in distribution techniques. Those employes will train employes from other plants, thus upgrading distribution methods throughout the company's system.

Currently, progress of the studies is being reviewed by Stokes Tomlin, distribution engineer for Shell and chairman of the Distribution Committee of American Society of Mechanical Engineers.

Shell's pilot plants are located in: Hartford, Conn.; Utica, N. Y.; Alexandria, Va.; Birmingham, Ala.; Winona, Minn.; Paducah, Ky.; Evansville, Ind.; Grand Haven, Mich.; Evanston, Ill.; Toledo, Ohio; Los Angeles; San Francisco; Stockton, Calif.; Portland, Oreg., and Tacoma, Wash.

Solliday Says Public Being Misled By B. of M. Synthetic Fuels Figures

Charges Government Bases Costs on Calculations That Are Sometimes 'No More Than Wishful Thinking'

NPN News Bureau

TULSA—Bureau of Mines' claims that liquid fuels from oil shale could be made for 9c per gal. were termed "misleading" March 15 by A. L. Solliday, executive vice president of Stanolind Oil & Gas Co. He also charged that the government is confusing the public by basing its cost figures on calculations that are sometimes "no more than wishful thinking."

Report which drew the oil man's criticism was the annual report of the Secretary of the Interior (see March 8 NPN, p. 16). According to the Bureau of Mines, "liquid fuels" from oil shale could be manufactured for sale at almost competitive prices with those made from crude petroleum. Bureau's 9c per gal. figure is in contrast with industrial estimates of 22.5c per gal. But the two figures are not comparable, Mr. Solliday said. He lists these reasons:

1. The bureau cost is an average cost for jet, Diesel, and residual fuels, whereas the industry figure is based on the cost of motor gasoline, a higher premium product.

2. The oil industry has based its estimates on gasoline, which represents the public's No. 1 petroleum need, while the bureau has chosen only to produce products with less market value and demand.

3. The bureau figure does not include costs for housing workers, which costs are included in the industrial estimates.

4. The bureau figure leaves out the cost of pipe line or other transportation charges which would be necessary to move the products to market areas.

5. The bureau allows too low a return on capital—only 3% or "6% of unamortized investment."

6. Capital investment required is pegged at unrealistically low figures by the bureau.

Mr. Solliday also pointed out that:

When the cost figures are computed on a comparable basis, about half of the difference between the industry and bureau estimates disappears. The difference still remaining lies in investment costs.

Investment Figures Too Low

From figures shown, it appears government investment costs are put at figures that are too low. These investment figures have been lowered in anticipation of possible future process developments.

"To base probable costs on undeveloped process discoveries is no more than wishful thinking. All industrial cost estimates have been put on the basis of known, workable processes. They have included no adjustments for unrealized hopes. When processes are improved, our estimates will reflect them," Mr. Solliday said.

The secretary's report also contained bureau figures on cost of gasoline from the coal hydrogenation process. This cost would be 14.5c per gal., as compared to industry estimates of 22.5c. As in the case of oil shale, the bureau's figures inadequately show the basis for arriving at their estimate, the oil company executive said.

"This government report on synthetic fuels illustrates the need for the Bureau of Mines to publish detailed breakdowns of all economic calculations including investment costs. Such a presentation would allow others to compare government and private industry estimates. It would also show more clearly whether synthetic fuels represent a sound or an unsound investment.

"Until the bureau does show that its assumptions are based on sound reasoning, the public will continue to see and read conflicting reports about the cost of synthetic gasoline and other fuels. The end result will be public confusion on the vital subject of synthetics, a confusion we as a nation cannot afford," Mr. Solliday concluded.

Synthetic Fuels Bills Spurned by White House

NPN News Bureau

WASHINGTON—The White House has sent word to Interior Department and Capitol Hill that President Truman desires no action this year on legislation to create an experimental commercial-sized synthetic liquid fuels industry.

Reason advanced is that the President is opposed to any new appropriations, not absolutely necessary, which would increase size of federal budget. In addition, White House noted that present adequate domestic supply of petroleum makes synthetics program one which can be put off to later date.

Pending in Congress are McCarran and Wolverton bills to provide federal funds for initiating commercial industry.

New Measure Provides Stiffer FTC Penalties

NPN News Bureau

WASHINGTON — When President Truman on March 16 signed into law the bill repealing federal oleomargarine taxes (H.R. 2023) he also made effective a clause which could affect the oil industry in any of its future dealings with the Federal Trade Commission. The clause involved (termed a "sleeper" by some legislators) provides for stiffer penalties for violations of Federal Trade Commission cease-and-desist orders.

Bill would allow maximum penalties of $5,000 for each day of violation of cease-and-desist orders instead of former maximum of $5,000 for each violation.

But new penalties would not start running until 60 days from date of service of an FTC order, if no court review is sought, or until final court decision, if judicial appeal is taken.

1949-50 Season Is Colder Than Last in Two Areas

CLEVELAND—Weather during the heating season Sept. 1, 1949-March 18, 1950, has been generally colder (more degree days*) than in 1948-1949 in East Coast and Midwest areas. However, according to NPN's regular degree day check of 14 cities, weather has been warmer this season than last in the Southeast. All three areas continue generally warmer than normal** this season.

Degree Day Summary for Sept. 1-March 18

	1949-1950	1948-1949	Normal
East Coast			
Boston	4419	4121	4755
New York	3650	3550	4323
Philadelphia	3464	3370	3985
Washington	3116	3151	3887
Average	3662	3548	4238
Midwest			
Chicago	5019	4986	5331
Cleveland	4328	4294	4940
Detroit	5002	4787	5319
Minneapolis	6496	6546	6670
Omaha	5260	5632	5214
St. Louis	3564	3938	4006
Average	5002	4999	5254
Southeast			
Birmingham, Ala.	1899	2062	2592
Charleston, S. C.	1183	1089	1692
Nashville, Tenn.	2818	2860	3181
Raleigh, N. C.	2284	2287	2866
Average	2045	2075	2583

*Degree days are the number of degrees F. by which the mean temperature for any 24-hour period falls below 65 degrees. Thus a mean temperature of 50 degrees F. for a 24-hour period would equal 15 degree days. It is estimated that the average home oil burner will burn about a gallon of fuel oil for each three degree days.

**Normal degree day figures are based on average temperatures from individual weather station files dating back to year records were first kept.

Oil Exhibit Becomes Permanent Part Of Chicago Science-Industry Museum

NPN News Bureau

CHICAGO—A permanent new oil industry exhibit covering 8,300 sq. ft. of space was presented formally to Chicago's Museum of Science and Industry March 20 "for the education and inspiration of future generations."

The exhibit, which was three years in the making, was unveiled at a banquet attended by 600 oil men and state and local dignitaries. The presentation was made by Raleigh Warner, chairman of the board, Pure Oil Co., and accepted by Maj. Lenox R. Lohr, president of the museum. Principal address was delivered by Dr. Robert E. Wilson, board chairman of Standard Oil Co. (Indiana).

Depicted in the exhibit are the principal aspects of the different main functions of the industry: occurrence of oil, methods employed in its discovery, production, manufacturing, distribution, and aspects of its use. It includes an automatic motion picture theater.

In making the presentation, Mr. Warner, said:

"The exhibit would be a valuable addition to the cultural life of any city in America. We are indeed gratified to Maj. Lohr and the officers and trustees of the museum for accepting and safeguarding it for the education and inspiration of future generations."

In accepting the exhibit for the Museum, Maj. Lohr said:

"Those industries which sell themselves to the American people are those which would be less harassed by inquiries, regulation, or legislation. The merit of a product alone is not enough. The people must be sold on its real contributions to their standard of living."

Dr. Wilson, declared that after the progress American industry, and particularly the oil industry, has made "we might naturally expect everybody to realize that we have something in America superior to anything we can borrow from Karl Marx."

On the contrary, he observed, "We find many intelligent persons, in government and out of it, busily engaged in what I call 'revolution by nibbling'.

"In the fallacious belief that everything would be still better if the government were more largely in charge of the economy and of our individual lives, they are trying to destroy our incentives, and to take away freedom of property, freedom of labor, freedom of management, and freedom of buying and selling.

"They are heading down the road the British have gone so disastrously, pushing all sorts of plans to have government regulate our lives from 'womb to tomb.' They propose a still more crushing tax burden and do little or nothing about the economies recommended by the Hoover report."

Reproduction of oil field operations at Chicago's Museum of Science and Industry is viewed by museum President Major L. R. Lohr. Rig at far right shows how one operator drilled a dry hole as compared with successful completions to left. Display lights up when visitor presses button, and sound track explains drilling method

Harris Says Oil Policy Study Group Will Hear 'All Parties'

Bill Proposed by Arkansan Calls for Policy Council Composed of Top Federal Officials

NPN News Bureau

WASHINGTON—A late starter but the fastest finisher is the way Rep. Oren Harris (D., Ark.) looms on the petroleum investigating scene.

He's top man of the House Commerce Oil Subcommittee which quietly assembled data and testimony taken in closed-door sessions in 1949 prior to launching public hearings this year on the over-all oil picture.

From these hearings, a "National Petroleum Policy" may emerge.

"It will be the most thorough and most intensive oil investigation within our power," declares Rep. Harris.

Already before his subcommittee have come top officials of the Marshall Plan, the Commerce Department and the Interior Department to give their views on both the long and short-range petroleum picture. Future hearings will bring to the witness stand all other government departments, bureaus and agencies concerned with oil.

Then, the National Petroleum Council—advisers to the Secretary of the Interior—will have a chance to testify. Following the NPC will be witnesses from individual companies in the petroleum industry.

"All interested parties," promises the 46-year-old Southwesterner, "will be given a chance to be heard."

At stake in his subcommittee's hearings is H. R. 6047, the bill which the congressman introduced in 1949 and which proposes establishment of a "Petroleum Policy Council" composed of top-ranking federal officials at the cabinet level.

Rep. Harris emphasizes he is not wedded to the idea of setting up such a council, but states he tossed the bill into the legislative hopper at the direction of his subcommittee to get a policy study underway and to obtain the reaction of government and industry.

At the request of the Secretary of the Interior, the NPC studied his measure and went on record as opposing it.

The Arkansas representative has

Father's Unfulfilled Desire to Be a Lawyer Launched Legislator's Career

NPN News Bureau

WASHINGTON—Chairman of the powerful House Commerce Oil Subcommittee is a slow-talking Arkansas Democrat who looks like a college half-back.

He was a star broken-field runner on his college team, and at 46, Rep. Oren Harris of El Dorado, Ark., is still one of the best athletes on Capitol Hill.

As captain, manager and star catcher on the congressional Democratic baseball team for the past two years, he has yet to see his forces defeated by the Republican congressmen in the annual charity game staged at Griffith Stadium.

Questioning a witness at one of the petroleum policy hearings his House Commerce Oil Subcommittee currently is conducting in Washington is Rep. Oren Harris (D., Ark.), chairman of the investigating group

Rep. Harris took the classic route to Congress. Born on a farm, he earned his first money hoeing corn. He worked his way through high school at Prescott, Ark., where he was an honor student and captain of the football team.

It took him just three years to win a degree at Henderson College, Arkadelphia, Ark., and again he was one of the outstanding halfbacks on his gridiron club. His next educational stop was at Cumberland University, Lebanon, Tenn., where he received his law degree.

Admitted to the bar in 1930, he began practicing law in El Dorado. After two years of private practice, Mr. Harris became an assistant in the prosecuting attorney's office. He spent four years as deputy prosecutor and then was elected prosecuting attorney for an equal length of time.

On his first try in 1940 in the congressional election, he was successful and has been re-elected since.

His father, Homer Harris, was a country school teacher, and the congressman said his determination to obtain a legal education stemmed from the fact that his father had never had an opportunity to realize his ambition to be a lawyer.

Rep. Harris is married to the former Ruth Ross of Clark County, Ark., and they have two children.

The Arkansas congressman is a member of the Baptist Church, the Masons, the Knights of Pythias, Sigma Alpha Epsilon fraternity and the Lions Club. He was district governor of the latter in 1939-40.

high praise for the NPC and voices his belief that it is doing "an excellent job."

He makes the point, however, that NPC could run "head-on" into at least three federal interdepartmental committees in making policy decisions. These groups—the Petroleum Requirements Committee headed by the Department of Commerce, which is concerned principally with export licenses; the Petroleum Policy Committee, headed by the State Department; and the Interdepartmental Oil Committee headed by the Interior Department—lack a central, co-ordinating authority.

"Oil is such an important industry," says Mr. Harris, "that I have a feeling if the government and the industry, itself, both knew where they are, we might have a stronger, more active and healthier industry."

Seeks Co-Ordination

"Now," he continued, "I am merely trying to point out this situation, to see whether or not ultimately there can be a determination as to how all of these committees spread out all over the government might in some way be brought together so that not only the government and the Congress, but also the industry may know something about what it can depend upon in the way of policy.

"I am not suggesting a super-duper policy committee be set up that would control the activities of the industry, or take away anything from it that it should have under ordinary procedure, or in any way alter its activities, whatsoever.

"But I am talking about the policies of the government which are determined by these various interdepartmental committees and agencies."

In emphasizing that his subcommittee is not embarked upon a witch-hunt, but is interested solely in the factual, policy problems posed by the government's non-integrated petroleum activities, Mr. Harris is following the course he has charted on all Capitol Hill matters.

He has been sympathetic but fair in dealing with the problems of the nation's oil enterprisers.

In his southern Arkansas congressional district—his hometown is El Dorado—the principal industries are agriculture, timbering and oil and gas. And the Capitol Hill developments centering around these three industries have claimed his major attention.

In regard to natural gas, he introduced a bill last year to make plain that the Federal Power Commission has no authority over the production, gathering and field sales of natural gas by individuals and companies not affiliated with interstate gas trunklines. He is one of the House leaders in the fight to retain the 27.5% oil-gas depletion allowance.

The Arkansas legislator, however, wants it plainly understood that he owns no interest in any oil properties, nor does he own any oil and gas stocks or bonds.

His subcommittee spent much time considering the measure opposing FPC authority over gas during the first session of Congress and it was favorably reported. Subsequently Mr. Harris steered it successfully through the House.

Rep. Harris has been in Congress for 10 years and is the fourth ranking Democrat on the full House Commerce Committee, the group which has jurisdiction over most of the legislation touching upon oil in the House. His subcommittee formerly was under the direction of Ex-Congressmen Lea (D., Calif.) and Cole (D., Md.).

It was the latter who staged one of the more important oil investigations on Capitol Hill several years ago. During his first two years in Congress, Mr. Harris, although not a member of the Cole Subcommittee, was invited to accompany the group during its field investigations.

In addition to petroleum and gas, Rep. Harris is active in farm, hospitalization, federal highway aid and airport legislation. He also is second ranking Democrat on the House District of Columbia Committee, and, as such, plays an important role in legislation affecting the nation's capital.

Recently, he took the lead in a fight to limit the funds authorized for the proposed National Science Foundation and the House adopted his amendment to restrict spending by the foundation to not more than $15 million annually. The bill to set up the foundation now is awaiting adjustment of differences between the House and Senate.

As to his over-all view of the importance of petroleum to the U. S., this statement of Mr. Harris might sum up his opinion:

"Petroleum is the main artery in our economic life. Our national security and well-being depend on available supplies to meet requirements."

North Carolina Oil Marketer Asks Senate Group to Clarify H. R. 6000

WASHINGTON—A North Carolina oil marketer asked Senate Finance Committee last week to clarify "employe" definition in H. R. 6000 so that jobbers, commission agents and service station dealers "will be allowed to continue our status as Independent businessmen."

He was M. M. Fowler, Gulf Oil Corp. consignment distributor of Durham, who testified on behalf of North Carolina Oil Jobbers Assn., association's Consignment Distributors Section and for North Carolina Service Station Assn.

Nearly all of the seven tests determining "employe" classification in H. R. 6000 "could be applied in such a way as to make me an employe, despite the fact that I am an Independent businessman," Mr. Fowler declared. Congress should "leave the present law alone as far as the employe definition is concerned, and in that way I will know that I will not be considered as an employe of the company whose products I distribute," he said.

Emphasizing his Independent status, Mr. Fowler pointed out:

"In my business, I spend approximately 70% of my time selling Gulf Oil Corp. products. I am also engaged as a jobber of fuel oil, as jobber for the automobile tire and accessory line, in the retail grocery business, the transport business, the building repair business and the banking business. All . . . (my) employes are now covered by social security, unemployment compensation, hospital insurance, life insurance and workmen's compensation insurance.

"The Gulf Oil Corp. does not have anything to do with how much time I put to my business. . . I receive the majority of the merchandise that I get from Gulf . . . on consignment. I purchase outright numerous items that I handle. I get a commission on all consigned products.

"At times in the past Gulf has not had the supply of various petroleum products that I needed to take care of my customers. In cases like this we distributors go out on the open market and buy this merchandise where we can get it in order to take care of our customers who are depending on us. My bulk plant is rented from Gulf from year to year."

Mr. Fowler added that since he joined Gulf 13 or 14 years ago, he has increased the monthly volume of refined products moving through his plant from 150,000 gals. to 550,000 gals. Almost all profits from this business, he said have been invested in his own service station outlets—total investment in which, "when I get them fully paid for, will be over $200,000."

Mr. Fowler warned the committee that if he and his employes are ruled employes of Gulf, "there may be a tendency on the part of my supplier . . . to take over the operation for which I have spent 13 years of hard work and invested many thousands of dollars of my money."

Braeckel Says Jobbers Must Keep Pace with Trends in Oil Industry

Missouri Marketers Told Constant Aim Must Be For More Economical and Efficient Marketing

BY LEONARD CASTLE
NPN Staff Writer

ST. LOUIS—Marc F. Braeckel, assistant general sales manager of Sinclair Refining Co. and president of Richfield Oil Corp. of New York, warned last week that the jobber, to justify his existence, must keep pace with trends in the industry toward more economical and efficient marketing practices because "when it costs more to market through the jobber he is finished."

Other speakers at the annual convention of the Missouri Petroleum Assn. March 13-15 included R. W. Dibble of International Harvester Co., Chicago, and Weldon A. Stein, industrial economist of the Federal Reserve Bank, St. Louis.

The convention adopted resolutions:

1. Endorsing the OHC program without qualification (see page 48).

2. Reaffirming the association's position regarding the proposal to increase Missouri's gasoline tax—that "the man who has to pay the increased tax should have the privilege of voting whether or not he wants the tax increased." A special referendum to determine whether the tax will be raised from its present 2c per gal. to 4c will be held April 4.

3. Urging enactment by Congress of the tax equality bill sponsored by Rep. Noah Mason (R., Ill.).

4. Opposing enactment of H. R. 6000, the social security bill, on grounds it would make it possible for Independent jobbers to be classified as employes of the suppliers from whom they buy.

The resolution endorsing the OHC program was approved following a breakfast at which the program was explained to members of the association's board of directors. Representing the OHC were: L. C. Pfaff of Socony Vacuum Oil Co., St. Louis, OHC chairman for the Missouri-Nebraska-Iowa district; Frank E. Lewis of Shell Oil Co., St. Louis, vice co-chairman for Missouri, and Harry E. Milton of the Milton Oil Co., St. Louis, co-chairman for Missouri.

Jobber Has Become Complacent

Mr. Braeckel declared that in many cases the jobber's "depression proof" business has made him complacent.

"He got fat and sat back and let things ride," he said. "In the meantime, his competitors were directing their efforts toward effecting economies, cutting operating costs and improving operations.

"All of these factors have an influence on price structures. Tank wagon prices basically are a reflection of all the factors involved in the progressive movement of oil from the well to the pumps. Over the past 10 years all costs of doing business have increased . . . This cost has been offset by efficient and economical practices and increases in volume.

"In too many cases the jobber must wake up," Mr. Braeckel said. "He must be a merchant in the full sense of the word. He always should be primarily in the oil business—it demands it. He should be ever alert to progressive marketing practices. He should maintain the right outlets in the right places and insist on clean establishments and intelligent, trained personnel.

"He should study intensively and develop his business on heating oils, lubes and greases . . . The jobber must study and analyze all phases of his operation to keep abreast of the times and eliminate plant waste, cut out duplicate hauls by by-passing the plant, study the size and type of delivery equipment, the time required to load and unload, storage at his outlets and all of his other operations problems with an aim toward greater economy," Mr. Braeckel said.

Mr. Dibble declared that the future prosperity of America depends upon its salesmen. The nation must continue to have high production in order to keep 60,000,000 people employed, he said, and it is the job and duty of the salesmen of the nation to see that the goods produced are sold.

"If we don't have salesmanship, we are going to have a depression," Mr. Dibble warned. "If we don't do a selling job things are going to happen to this country that we won't like.

"For the past several years you haven't had to work to sell your products but this is beginning to change. The law of supply and demand is beginning to turn against us. This means that everyone is going to have to start selling again."

Milton Named President

ST. LOUIS—Harry E. Milton of Milton Oil Co., St. Louis, was elected president of the Missouri Petroleum Assn. last week to succeed Fred L. Whiteley of Whiteley Oil Co., Columbia. Other officers elected were:

Del C. Blunk, Home Service Oil Co., Barnhart, vice president; Earl Baumgardner, Baumgardner-Hayes Oil Co., Poplar Bluff, secretary, and Roy W. Blair, Lincoln Oil Co., Blair, treasurer.

New directors named are: B. A. Brown of D. S. Caldwell Oil Co., Richland; J. M. Slutz, Cole and Myers Oil Co., Bethany, and W. H. Ayers, Ayers Oil Co., Canton. Re-elected to the board were Mr. Hilton, Mr. Blunk, and E. G. Clear of Certified Oil Co., Kansas City.

Committee, Program Formed to Promote Use of Oil Heat

NPN News Bureau

NEW YORK — A tentative four-point program to promote use of oil heat was approved by an interim committee formed at a meeting March 16 of more than 40 representatives of oil associations along the Eastern Seaboard, sponsored by the Atlantic Coast Oil Conference.

Calling itself the Oil Heating Council and organized to function as part of the Atlantic Coast Oil Conference, the committee outlined program which will go to directors of the conference and members of the associations for approval, as follows:

1. Education of the public to the advantages of oil heat through the development of advertising policies and plans, both through a central committee and locally.

2. Development of promotional plans to sell the new home market.

3. Development of a sales training program, and

4. Fostering of higher standards and practices with the oil heating industry through responsible inspection service and the encouragement of industry-wide adoption of undivided responsibility to the consumer.

Plan also calls for the creation of local groups or associations to carry out the program.

Deep Rock Consolidates Supply and Transportation

TULSA — Consolidation of Deep Rock Oil Corp.'s supply and transportation functions in Tulsa has been completed with transfer from Chicago of company's traffic and product supply and distribution departments.

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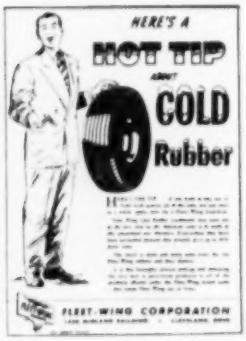

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Editorially Speaking

Industry Should Make Certain That Public Gets Straight Story on Federal Synthetics Program

ONE duty that the oil industry certainly owes both itself and the public—and which at last at least one oil man has undertaken to discharge—is to present all the facts, as far as they can be had, of just what it is that the government is doing and is actually accomplishing in government laboratories and pilot installations in synthetizing liquid fuels from coal and shale.

The industry should get and give to the public all the facts, if possible, not only concerning the technical developments the government may be accomplishing with its "experiments" but also what the government is trying to do with expenditures of $35,000,000 or the contemplated one of $65,000,000 or more on alleged "pilot" plants. Are these expenditures planned on such a large "pilot" plant basis so as to be actually putting the government into the business of making fuel from shale and coal in competition with the oil industry?

The industry should also tell just what it has accomplished by its private research privately financed to the tune of many millions, and just what of this research the government is using and will use in its research program.

NPN believes it is a fair statement from all the facts and speeches and press agent handouts it has seen in recent years, that not once has the government given the industry, or any one else for that matter, any credit for the work it has done so far. In fact, these press stories that keep coming out of Washington in rather a steady flood seem to indicate that no one thought of getting motor fuel out of coal or shale until the Bureau of Mines concocted the idea a few years ago. Government officials do not say one word about all the millions of dollars and years of hard work oil companies have spent directly on this research, to say nothing of the many other millions spent on the basic research of refining processes that make it possible for manufacturing a usable fuel from these shale and coal liquids.

Oil-Military Co-operation Needed Development

The government officials have made such spread-eagle claims that the writer, shortly after the close of the war, found various military authorities who have to do with petroleum supply of the opinion that no one had done anything on this subject except the government. These military men were much surprised and rightly peeved at the oil industry when they learned that the industry had developed about all that was known, even by the Bureau of Mines, on the subject. They were privately peeved because the oil industry knew that the military were then engaged as they must be, in planning against another war—whether there is one or not—and the military knew that the oil men knew how important the fuel problem is in a war. They felt that the least the industry might have done was to tell them about this other source for fuel—other than crude oil—and what the prospects of its development were.

Up to then the oil industry's contacts with the military were, to say the least, haphazard—that is they were only what stern necessity created and not what intelligent planning on the part of the industry could have done beyond the immediate supplying of petroleum requirements in the last war. Since then machinery has been set up to bring about better co-operation between the oil industry and the military. With the present reorganization of the American Petroleum Institute this machinery will be expanded and its speed much accelerated, as it needs must be if the industry is going to enter any future world conflict with real credit to itself and give effective service to the country.

The oil man who has just spoken out forcefully on behalf of what the oil industry has done in developing fuels from coal and shale is A. L. Solliday, executive vice president of the Stanolind Oil & Gas Co. (Standard of Indiana production and natural gasoline subsidiary). Mr. Solliday not long since presented some facts on the industry's side of this story to the fall meeting of the Petroleum Branch of the American Institute of Mining and Metallurgical Engineers at San Antonio on Oct. 6.

More Oil Men Should Follow Solliday's Example

When the Bureau of Mines the other week issued its reports on synthetic fuels, Mr. Solliday made a personal statement taking blunt issue with many of the bureau's statements, some of which he calls false and others misleading. The story of this statement is on page 16 of this issue of NPN. The nub of Mr. Solliday's contention is that the government is nowhere near producing the liquid fuels from these materials and at the cost it says or as it would have the public believe.

The oil industry, through its many technical men who have done far more work on this subject than the government people should support Mr. Solliday with similar statements.

It undoubtedly would be well for the API to charge a committee—probably its committee on oil refining—to name a subcommittee whose duty it will be to check closely all statements emanating from the government and when such statements are not in accord with the facts, or do not give the industry credit for what the industry has done toward the same end, to frankly say so. That oil committee should also set up an accounting committee to inspect and carefully audit all cost figures that the government may have. The government should be willing to let such a committee have full access to all its data and books. If the government does not do so

then the government's failure to accept complete check of its statements will at once raise the question of how fair and how accurate are its figures? If the government refuses to thus co-operate with the industry's representative, the refusal of the government can be submitted to various committees and subcommittees on appropriation of Congress to whom the government must go for funds to carry on this work. The industry might also present the need for such auditing to one of the investigating committees now studying government activities.

Government 'Research' Needs Continuous Audit

But whatever the method pursued, the industry should insist upon making such a continuous check-up and audit of accounts on this "research" and make public what it finds. The taxpayers are paying the money—not the bureaucrats—so the taxpayers should be kept informed. There is also a direct responsibility on the oil industry, to whom the taxpayers naturally look to keep tab on this expenditure, to get the facts and inform them—the taxpayers.

What competent oil experts may find, if given full access to the government's data and books, should also throw much light on just what the government is trying to do. Is it trying to further the science of hydrocarbon technology and to assist the industry in developing low cost methods of getting motor fuel from shale and coal, or is the government, by these large appropriations and requests for future appropriations, trying to establish a new industry to be not only owned but run by the government?

If it is only a research job, then just how far has the government gone and is that distance worth the cost and has industry paralleled it or perhaps gone beyond it?

Should Government Invade Private Enterprise?

A collateral question also is—is it the function of government thus to duplicate and invade the field of taxpaying private enterprise?

If this "research work" is to launch government in the synthetics fuel industry then the sooner that fact is brought out in the open for general discussion by Congress, the industry and the public, the better. There has been too much creeping into the fields of private enterprise by our government the past 18 years for the taxpayer not to view with great interest at least, every activity that may indicate another such attempt.

Particularly should the oil industry be on the alert against government usurpation of its field.

This is a matter for top oil management consideration. Such management should consider if the oil industry is behind in its discharge of its responsibilities as an industry to its customers and the general public. If the industry is lagging, then top management should waken it. If the industry, on the other hand, is doing a good job, then top management should see that such information is given to the public as will gain for the industry whatever credit is its due, and which information will effectively offset any false conception of what the government is doing, and which information also will help the American public to understand and appreciate what a good job the American oil industry is doing as a privately owned and operated enterprise.

This story of the oil industry should be presented to the public without delay and with all the facts and figures stated clearly and in detail, as an important part of the industry's public relations educational program. This story should be told today, not next month or next year for by then it may be too late.

In the meantime, the industry owes Mr. Solliday and his supporting associates in the Standard of Indiana organization, a vote of thanks for speaking out so forthrightly on behalf of a still free and privately owned and operated oil industry.

The sting of a reproach is the truth of it. Benjamin Franklin.

The principal function of an editorial page is to stimulate thought and discussion. Comments on editorials in NATIONAL PETROLEUM NEWS are always welcome. Please address Warren C. Platt, Editor, 1213 West 3rd St., Cleveland 13, Ohio.

Gasoline Tax Signs Needed at Stations To Inform Public on What It Is Paying

What has become of the industry's gasoline tax signs and notices?

With all branches of government, cities, states and especially Washington, yelling loudly for more and more revenue and things to tax, including gasoline, why does not the oil industry resurrect its old campaign to tell the public the gasoline tax it is paying?

We say "resurrect" because the writer hasn't seen such a gasoline tax sign since Hector was a pup. Just the other day he searched the station of an especially public relations minded oil company for the tax sign. It was not there. The computing pump nowhere divulged the secret of the tax in the price the customer pays, and the station attendant did not know the tax.

So why should not the hungry politician load it on the oil industry when it is so silent as to the tax burden?

Every oil marketer should get out some kind of a tax sign at once at every pump that he supplies. He should not wait for some central body—like the Industry's Public Relations group—to devise and print up signs. Just get a hold of a sign painter, or a printer and have him print up some signs a couple of feet across saying something like "You have just paid us to send to the government, ——c tax on your gasoline. Why not check at Washington, or Columbus and the City Hall to see that it is properly and intelligently spent?" Or you could say "Are the roads that your gasoline tax money pays for worth the 6c a gallon that you have just handed us for delivery to the state road authorities? If the chuck holes are still too many, holler."

Or any other words to stir up the tax payer to a full realization that unless he is sure he knows he is getting his money's worth he is probably getting badly gypped.

Get these signs up NOW. If you can't use thumb tacks or nails in the wood exterior some place, use adhesive tape. If the rain washes them out put up new ones. If the architect who designed your station tears his hair at the alleged defacement of his high art let him because you are the guy who, with your business and the public, is getting gypped, and you are paying the architect to tear his hair if he wants to.

But tell YOUR CUSTOMERS about the tax.

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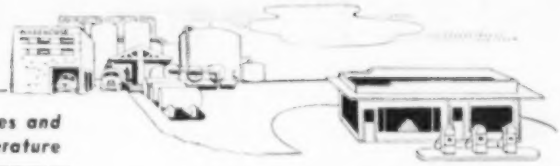


News about marketing equipment companies and people . . . New products . . . New literature

1—Fluid Dispenser for Automatics

(Service Station)

A new hand-operated unit for dispensing fluid for automatic transmissions has been designed. It dispenses directly from original 100-lb. containers and is provided with seven feet of hose, fluid meter and hand-level pumping lever. Both straight and curved ball-check nozzles are provided to fit all types of automatic transmissions, and each nozzle is fitted with dust-and-dirt excluding cap. Cover gasket seals out dirt and prevents spilling and an identification plate identifies the unit for use only with Type A automatic transmission fluid. The dispenser can be furnished with either a plate-type dolly, band-type dolly or a two-wheel hand truck. Manufacturer says the unit meets car manufacturers' and oil companies' demands for cleanliness and resistance to contamination. Aro Equipment Corp.

2—Additive for Oil or Grease

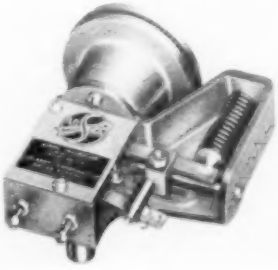
Lube Compounder

A new additive is said to boost the lubricity and performance life of any oil or grease to which it is added. Manufacturer says use of the additive prolongs the life and greatly increases the efficiency of Diesel, gasoline and electric motors and engines as well as pistons, gears, bearings, cutting tools and all moving machine parts. Tests are said to indicate that oils with the new additive can withstand pressures that would ordinarily break down an untreated lubricant. Other features listed are: rust-proofing, detergent, and penetrating properties. The product is said to increase horsepower yield by reducing wasteful machine friction. Manufacturer says the additive, when used with an oil or grease, forms a microscopic but tough lubricating film that penetrates into the pores of metal and protects the surface from corrosion as well as scuffing and scoring. The new additive is said to dissolve carbon, gum and sludge—holding these foreign deposits in suspension indefinitely. It is effective in an unlimited range of applications, company says. Power Ball Oil Co.

3—Tank Truck Engine Controller

(Tank Trucks)

A new automatic engine controller for engine driven pumps on tank trucks is said to save time, gasoline, and reduce engine wear. The automatic control is obtained through the opening or closing of the carburetor of the truck engine by the controller. The basis of the operation of the control unit is a diaphragm which moves in response to varying pressures on the outlet side of the transfer pump. This diaphragm movement, through the linkage of the control unit, positions the carburetor throttle rod to give the desired engine speed. With the use of the controller, the engine operates at pumping speed only when pumping and drops to idling speed at all other times. The device has been in operation for three years in fleet units of a West Coast major oil company. Manufacturer says the tank truck driver, with the aid of the new controller, only has to lay out the hose, make his delivery and return the hose. It is said to eliminate the need for a driver to return to the truck to shift the power takeoff, rev up the engine, and then, after making delivery, return to the truck to reduce speed. A. O. Smith Corp.



New Dial

Old Dial

4—Easy-to-Read Pump Dial

(Service Stations)

A new dial with high visibility has been developed by a manufacturer for his Model 1500 computing pumps (see top illustration). The dial has been designed in consultation with men skilled in physiological optics and is said to give the utmost in perceivability and readability at any serving length. The manufacturer explains that dials of the old type shown above were all right for use with the old style pumps which had a comparatively short hose. The operator, of necessity, was close enough to the pumps to see the figures on the dials at all times even though they did not possess a high degree of visibility. With the advent of the extended type hose it became necessary to have a dial with figures easily read, whether by night or day, even though the operator was at the extreme serving length of the hose. The Dayton Pump & Mfg. Co.

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Worn, old-fashioned, leaky hose couplings add to your handling costs. New, quick-acting, smooth-operating, leak-proof McDonald couplings pay for themselves in the time, gasoline and oil they save. It's just good business to check your couplings and replace with McDonald Hose Couplings—soundly engineered, precision-built and adopted as standard by an impressive group of the country's leading operators. Write for folder.

2½" HEAVY DUTY QUICK HOSE COUPLING

Specially designed for heavy-duty service. Quickly engaged or disengaged. Coupled with totally enclosed, powerful right and left-hand thread mechanism. Special composition gasket resists action of gasoline and oil. Swivel, Plate 990. Female adaptor, Plate 990-A

Plate 990-A

Plate 990

KWICK-TITE HOSE COUPLING

Sizes: 1½", 2"

Full-size openings eliminate restriction. Specially machine-finished locking parts permit hand coupling and assure leak-proof joint. Teeth interlocking feature prevents coupling from parting in case hose is twisted and permits use of one-half of coupling as a wrench when attaching. Made of high-grade bronze. Furnished with male or female adaptors.

Plate 964

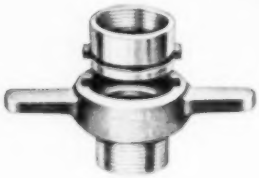

Plate 895

JIFFY QUICK HOSE COUPLING

Sizes: 1½", 2"

Truck tank hose is attached to faucet in a jiffy and detached just as quickly. Makes positive leak-proof connection.

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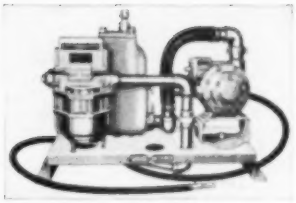


5—Tank Truck Metering Unit

(Distribution)

A new, compact tank truck metering unit has its power pump mounted on an adjustable trunnion base to permit in-line installation of the flexible cable drive. The equipment has a capacity of 25 g.p.m. and positive displacement is provided by the meter. Manufacturer says accurate deliveries and meter protection are claimed by reason of an effective air release with built-in strainer. The trunnion base pump mounting has a lateral adjustment of 90° and vertical of 35° to provide exact alignment with the flexible cable drive. This minimizes wear of the pump shaft and bearings as well as the flexible cable. This cable is made of seven layers of music wire wound to operate in either direction of rotation. It is smaller in diameter than conventional cables, and is encased successively in a tough spring steel liner, a braided wire secondary cover, and finally by a synthetic outer jacket. A "dust-flinger" groove on the power take-off end keeps dust out of the bearing. A grease fitting simplifies lubrication. Bowser, Inc.

6—Torque Wrench Without Dial

(General Application)

Company's line of torque wrenches covers a range from 58 to 3,000 ft.-lbs. There are no dials or gauges to watch and tension automatically breaks when pre-set torque value is reached. This automatic feature enables wrench to be used "blind." Useful in precise tightening of nuts and bolts, the wrenches are available with micrometer adjustment over operating range or may be ordered pre-set from the factory. They are said to be

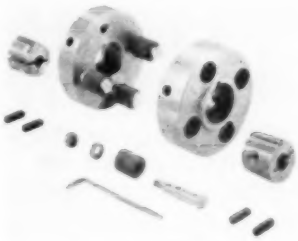
easily reset when specifications change. Wrenches are available covering range from 1.6 to 58 ft. lbs. Jo Manufacturing Co.

7—Battery Charger, Analyzer

(Service Station)

A rapid battery charger also checks all three cells at the same time with a 200 ampere discharge load and there is only one setting, one hookup and one reading, manufacturer says. The charger is powered by a 100 ampere magnesium copper sulphide rectifier and has an overnight charging switch which allows trickle charging of one to 10 batteries. Among other features listed are: completely automatic shut-off switch, full 20' outlet cord with 10' charging cables outside cabinet, cast bronze charging clamps with wide jaws, welded 20 gauge steel cabinet finished in baked white and black enamel, fully protected instrument panel which is completely weatherproofed, easy to handle with one hand, rubber tired wheels and size is small 27" high, 15" deep, 21" wide. Weight is 85 lbs. Associated Equipment Corp.

8—Pump Coupling



(General Application)

A new coupling which is said to be easily installed or removed from the shafts of pumps or motors has been developed. The coupling consists primarily of two cast iron discs with tapered bores, rubber covered tubes assembled on studs, split tapered bushings, and two set screws for each disc. Four drilled recesses in the bushing accommodate the "off" and "on" positions of the set screw driving holes of the coupling. The holes in the bushing are offset so that when set screws contact them a force is applied in a direction either to drive the tapers of the two pieces tighter or looser, depending upon whether the coupling is being taken off or being put on. Installation is accomplished by placing the bushing on the pump or motor shaft. Since it is split part way, it slides easily. The coupling is then placed over the bushing and the two set screws inserted into the "on" position holes. By means of a wrench, the screws are alternately tightened until they engage the recesses in the bushing. A key between the bushing and the coupling for driving the combination and lining up the correct "off" and "on" positions of both coupling and bushing makes mistaken placement impossible. The set screws are tightened until the bushing is fastened on the shaft and the coupling and bushing tapers are firmly set. Normal tightening is all that is needed since both bushing and coupling are machined so that excess pressure is unnecessary to secure the complete unit to the shaft. Allis-Chalmers Manufacturing Co.

9—Gasoline Pump Hose

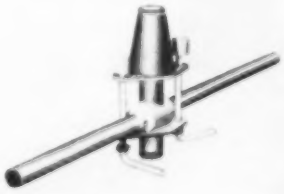
(Service Stations)

A soft, crush-proof gasoline hose for use on curb pumps at stations has been developed. Hose is lighter, more flexible and easier to handle than helically woven wire hose normally used on curb pumping units, manufacturer says. It is made of an oil-resistant synthetic rubber tube, two braided plies of high-strength rayon cord with a built-in static wire and a sun and age-resisting neoprene cover. Hose is being marketed in sizes of ¾" and 1" inner diameter in standard lengths. It is available with either replaceable compression spring fittings or the newly - developed non - replaceable couplings. United States Rubber Co.

10—Tank Car Unloading Device

(Bulk Plant, Terminal)

A new stopper and unloading device for emergency use on tank cars containing oil products has been developed. The unit is designed to prevent waste through defective tank car outlet valves, lodged foreign material and other causes leading to loss of products. With the stopper a wild flow may be halted as soon as the device is in place, company says. Contents may be unloaded through the device if desired, thereby eliminating the necessity of unloading from overhead. Made of neoprene, magnesium, brass and aluminum, the unit is 16¼" high and 60" long including handles. It weighs 10 lbs. Industrial Products Co.



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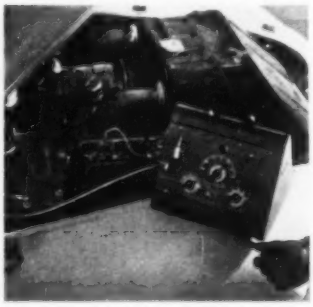
Equipment

11—Spark Plug Tester

(Service Station, Fleets)

A new spark plug tester is portable and allows on-the-engine testing that eliminates the need for plug removal except for actual replacement. It is said to cut plug testing time in half thus encouraging more tests and more sales. The seven-pound tester can be carried to the vehicle where it is placed on a fender and the leads attached to the car battery. It operates on battery power and no extension plugs are required. In operation, a new plug of the same type as those in the engine is inserted into a fitting on the instrument panel and checked to operate at 100% efficiency. The distributor wire is removed from the plug to be tested and the tester lead attached. One control is set to compensate for the charge condition of the battery. Manipulation of a second control then indicates, in terms of "poor, fair and good," the efficiency of the plug under test as compared with 100% efficiency of the new plug in the panel. For bench testing, a second fitting on the instrument panel receives the plug under test and the comparison made against a new, 100% efficient plug of the same type mounted on the panel. In addition to usage at service stations, the tester is said to be useful in truck fleet maintenance. Fleetcraft, Inc.



12—Converts Drill to Hammer

(General Application)

An improved attachment converts a ½" electric drill into a power hammer which is said to cause no damage to the drill because of a small shock absorber which also protects the user from excessive vibration. The unit is said to perform the following operations: drills concrete, stone, brick in walls, floors and ceilings; hammers rivets, chisels, caulks, peens, chips, scales, vibrates. Hamer-Dril Co.

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Equipment

13—Portable Can Rack

(Service Stations)

A new type of portable can rack for displaying canned products at a service station is designed to hold 40 qts. of oil, antifreeze, etc. Each can is visible in its entirety, company says. The cans are stacked in eight open rows of five cans each. There is a place for an oil dispenser on top of the rack. It is made of ¼" steel rod, electrically welded together, and is said to be strong enough to hold a 200-lb. weight. Rack is mounted on rubber tired wheels. Stello Products Co.

14—Plastic Pipe

(Bulk Plants, Terminals)

A new light weight, semi-rigid plastic pipe is said to have high tensile and flexural strengths. The pipe is said to be proof against rot, rust, and electrolytic corrosion and will not form a galvanic couple. It is not damaged by freezing water and can be installed above or below frost level, manufacturer says. Said to have a projected service life more than double that of ordinary pipe, it is made in random 20' lengths which are connected by means of plastic sleeves. These are first treated with a special cement and then slipped over the ends of the sections to be joined. Threaded plastic sleeves can be furnished to permit connection with established metal pipe installations equipped with standard fittings. Plastic sleeve connections can be made in 30 seconds, company says. Because of its semi-rigid characteristics the pipe is suitable for suction lines. Carter Products Corp.

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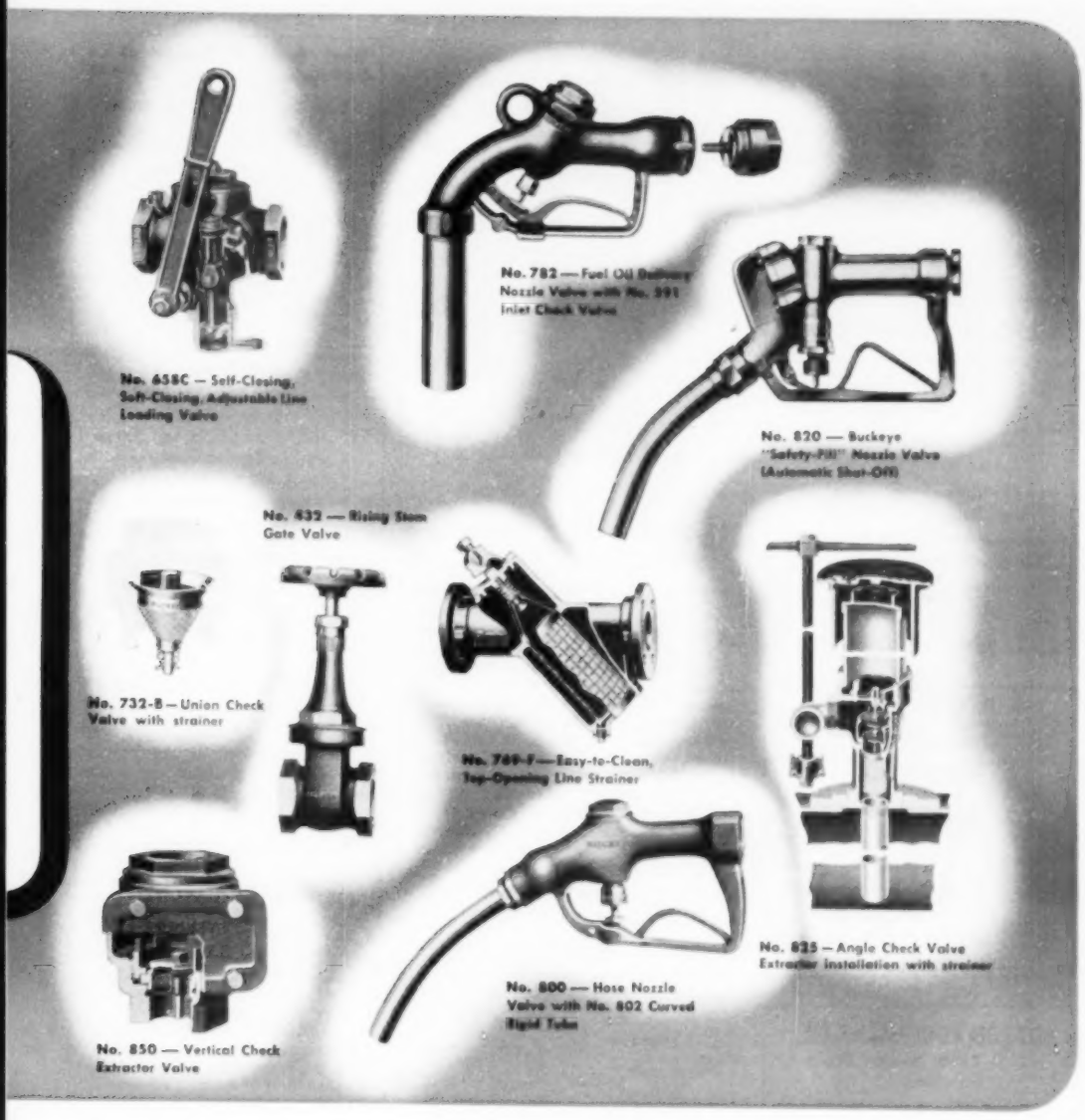

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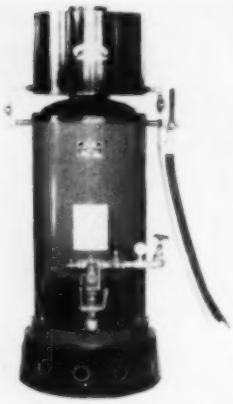
Equipment

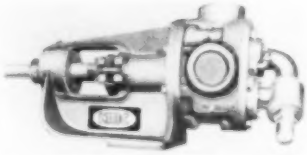


15—Steam Cleaners, Generators

(Trucks, Tractors, Machinery)

A new steam cleaner and generator provides hot water in addition to steam and has a solution tank on top. It is recommended for use in cleaning trucks, tractors, and machinery. Unit operates on a minimum of 60 lbs. steady water pressure; requires 300,000 Btu; natural, butane, propane, mixed or manufactured gas models are available. It is equipped with 25-ft. of ¾" steam hose, 25' solution hose and special steam nozzle. Outside diameter is 23"; over-all height is 75". Ewing Manufacturing Co.

16—Truck and Bulk Plant Pump



(Trucks, Bulk Plants, Terminals)

Manufacturer has designed a heavy-duty pump for use both as a truck and bulk plant unit. Its casing is engineered so that it can be turned on the bracket to any 45° or 90° angle from that shown in photo. This feature is said to simplify piping connections. Pump is rotary type, with only two moving parts, and company says it is designed for oil industry service. It has a built-in outboard sealed thrust bearing and extra long stuffing box. Lubbock Machine Co., Inc.

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17—Lever Operated Control Valve

(Oil Burner)

A new adjustable lift-opening lever operated control valve is designed to maintain a proper ratio in the oil flow and air flow in an oil-fired steam boiler. The oil flow may be varied to match the air flow with the control system in actual operation. The adjustable cam of the control valve provides an easy method of fixing the valve lift at the required position at any point within the range of the valve movement. Other features listed are: seats furnished in steps of 1/16" diameter in single seated valves, and steps of 1/8" diameter in double seated valves; valve discs are furnished with restriction plugs having the correct taper for the maximum flow specified; all parts are interchangeable which makes it easy to change the size and taper of the seat where the data given are incorrect, or conditions have been changed; the operating lever can be set in any position to accommodate the linkage, which may come from above, below, side, or some other angle. Atlas Valve Co.

18—Safety Step for Trucks

(Fleet Use)

A new safety step for trucks automatically swings out of the way when it meets an obstruction or can be manually swung underneath the vehicle. Step is 6" wide and 12" long and is made of 3-lb. open mesh. The step is mounted on a bracket which allows it to swing. Manufacturer says the rivets of movable parts are made of stainless steel, the friction washers of brass, and castings are malleable, assuring free operation in all kinds of weather. There are three models: one for high platform trucks and trailers which folds up and swings away; one for any type of truck allows step to be lifted up and swung out of the way; and another only swings around under the truck. Provision is made for adjusting the height of the step when installing on the truck. Bustin Iron Works, Inc.

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KANSAS
EATON METAL PRODUCTS — HUTCHINSON
MALLY EQT. CO. — TOPEKA
SERVICE STATION SUP. — WICHITA

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BIRCH DISTRIBUTORS — ASHLAND
BEN F. OFFUTT & CO. — LOUISVILLE

LOUISIANA
NO. LOUISIANA EQT. CO. — MONROE
ENGR. SPECIALTY & MFG. — NEW ORLEANS
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THE AMCO CORP. — DETROIT

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BUTLER MFG. CO. — MINNEAPOLIS
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NORTHWEST EQT. — MOORHEAD

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PETROLEUM EQT. CO. — JACKSON

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T. S. COWGER CO. — HELENA

NEBRASKA
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DIXON VALLEY EQT. CO. — SCHENECTADY
EDWARD JOY CO. — SYRACUSE
EASTERN OIL EQUIPPERS — TROY
C. R. EGGLESTON — WATERTOWN

NORTH CAROLINA
OIL EQT. SERV. CO. — CHARLOTTE
CAROLINA OIL EQT. — RALEIGH
BRASWELL EQT. CO. — WILSON

NORTH DAKOTA
FARGO FOUNDRY CO. — FARGO
O'DAY EQT. CO. — FARGO

OHIO
OSCAR PHILLIPS CO. — CINCINNATI
THE AMCO CORP. — CLEVELAND
OHIO OIL EQT. CO. — COLUMBUS
STEELE'S AUTO PARTS INC. — LIMA

OKLAHOMA
SHIPP SUPPLY CO. — OKLAHOMA CITY
KELLEMER EQT. CO. — TULSA
MID-CONTINENT SALES — TULSA
TULSA PUMP — TULSA

OREGON
SHIELDS, HARPER & CO. — PORTLAND

PENNSYLVANIA
THE AMCO CORP. — PHILADELPHIA
RUTLEDGE EQT. CO. — PITTSBURGH
WEST PENN OIL EQT. CO. — PITTSBURGH
PENNINGTON EQT. SALES — WILLIAMSPORT

RHODE ISLAND
JOHN W. KENNEDY CO. — PROVIDENCE

SOUTH CAROLINA
LITTLEJOHN EQT. CO. — SPARTANBURG

SOUTH DAKOTA
MIDWEST EQT. CO. — RAPID CITY
DOCKENDORF EQT. — SIOUX FALLS
PETROLEUM EQT. CO. — SIOUX FALLS

TENNESSEE
PUMPS, INC. — KNOXVILLE
CRUZEN OIL EQT. — MEMPHIS
PETROLEUM EQT. — NASHVILLE

TEXAS
TESCO CO. — ABILENE
WILLBORN BROS. — AMARILLO
SOUTHWEST EQT. CO. — BISHOP
UNITED PUMP SERV. & SUP. — DALLAS
FRANK A. LONG CO. — EL PASO
MASSEY EQT. CO. — HARLINGEN
H. E. BOWMAN CO. — HOUSTON
WHITE TUCKER CO. — HOUSTON
ECHO PUMP — SAN ANGELO
DAVIS SALES & SERV. — SAN ANTONIO
COKER EQT. CO. — WICHITA FALLS

UTAH
THE LANG CO. — SALT LAKE CITY

VERMONT
A. L. GUTTERSON — SPRINGFIELD

VIRGINIA
JONES & FRANK OIL EQT. — NORFOLK
RICHMOND OIL EQT. — RICHMOND

WASHINGTON
SHIELDS, HARPER & CO. — SEATTLE

WISCONSIN
THE AMCO CORP. — MILWAUKEE
FELKER BROS. MFG. CO. — MARSHFIELD

WYOMING
KEYES TANK & SUP. — CASPER

CANADA
DUNDAS SUP. CO. — CALGARY, ALBERTA
R. N. G. OIL EQT. — MONTREAL, QUEBEC
KING MOTOR SUP. — REGINA, SASK.
J. MURRAY ROY — TORONTO, ONTARIO

See Buckeye ad on pages 30-31

19—Half-Bushel Container

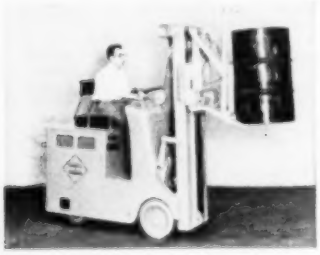
(Packaging, Warehousing)

A hot dipped galvanized half-bushel basket shipping container holds 30 lbs. of average weight grease. The basket is hand dipped in molten zinc after fabrication and has a heavy wire bail and strap side handle. The bottom is corrugated, and sides are graduated for ½, 1 and 1½ peck measurements. Manufacturer says the basket is popular on farms as it has dozens of utility uses after the contents have been used. The friction fit enameled cover is drawn 1¼" deep at the sides. It fits tightly inside the basket and four holding clips provide additional insurance for safe delivery of the product. Standard outside color of cover is red; on quantities of 500 or more any standard color is available. The baskets also are available from galvanized sheets or painted sheet steel. Geuder, Paeschke & Frey Co.

20—Power Truck Device for Drums

(Materials Handling)

A power truck device has been developed for handling steel drums. It is supplied as auxiliary equipment on the company's latest type, medium weight, center-control truck, or as an attachment interchangeable with the fork on other of its standard fork trucks. The unit has a steel frame with base attached to elevating mechanism in the truck's upright column. In general dimensions it is not wider than a standard size 55-gal. oil drum. Single unit's handling capacity is 1,000 lbs. In the center of the forward upper cross member is an adjustable hook. In operation this hook engages the upper chime or rim of the drum, enabling the truck driver to tilt it backward. At bottom of the frame are two foot-plates, or short forks. These plates are beveled and each has a groove conforming to the circular contour of a drum. As the drum is tilted backward and the truck moves forward the foot-plates slide under the raised portion, and the lower chime slips into the grooves. The device is said to be designed with a minimum of controls necessary for handling drums in vertical position. One length of flexible cable and take-up reel mounted on the truck's driving panel governs the position of the hook in holding or releasing the barrel. Load is lifted into carrying position in usual manner of operating a fork truck, by means of the elevating mechanism and a backward tilt of the upright column. Elwell-Parker Electric Co.



21—Conduit Bending Device

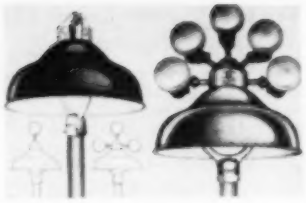
(Maintenance)

A new bending device is said to make any number of uniform bends in any desired degree, including offsets, in ½" and ¾" rigid, thin wall or aluminum conduit. The bender has a measuring gauge and bend degree indicator to control precision bends made by inexperienced workmen on the job. The device weighs 30 lbs. Tal Bender, Inc.

22—Oil Equipment Plastic Coating

(Bulk Plants, Terminals)

A new line of ready-mixed abrasive and corrosion resistant plastic coatings is said to be particularly effective in protecting oil equipment. The coatings can be applied to wood or metal by brush, spray or dipping. Manufacturer says they are air drying, non-toxic, highly dielectric, resistant to alcohol, acids, salts, alkali, and fumes. The coatings also are said to be proof against cleaning mixtures, sterilization by steam, and will not oxidize. A selection of standard colors is offered. James Lithgow Co., Inc.

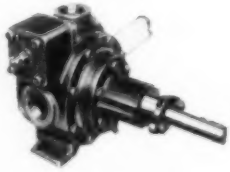


23—Weatherproof Column Light

(Service Stations)

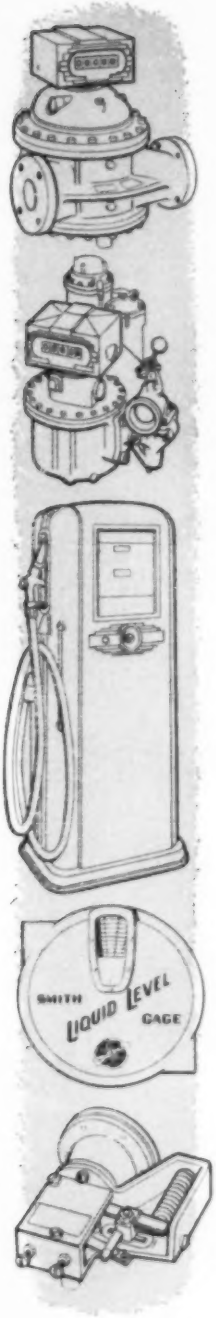
A new weatherproof column light for service stations is said to cut glare to a minimum through design which incorporates a heavy steel porcelain-enameled reflector, 20½" in diameter, with a deep overhanging skirt. All wiring is fully enclosed inside a double-yoke hollow-arm construction that supports a built-in weatherproof cast aluminum splice box to which supplementary spots or floods can be added at any time. For general area illumination over pump islands unit is mounted on poles or pipes. Where supplementary spotlighting or floodlighting is desired, additional spotlights can be mounted directly to the dome. No wiring troughs or additional accessories are needed as the dome splice box is threaded to take up to five cluster lights and has a removable cast aluminum cover that simplifies and helps speed up wiring and installation, manufacturer says. The column light is designed for normal base-up burning of 300 and 500-watt standard line lamps or for bi-post lamps in the 500, 750 and 1,000-watt sizes. Stone Manufacturing Co.

24—Reversible Tank Truck Pump



(Tank Trucks)

A new 40 g.p.m. tank truck pump is designed so that it is possible to reverse the rotation of the pump drive without reversing the direction of flow through the pump or without disturbing the piping. Same pump may be used with clockwise or counterclockwise drives, and may be used on either side of truck after slight adjustment. Choice of top or side discharge connections permits easy installation in small spaces. Blackmer Pump Co.



...allow me to present my family

It's a big family so there's not enough room to show all members. But those you see are representative. Here is a family devoted exclusively to the measurement of petroleum products. There's something about specializing. You get accuracy of measurement and *more*. You get functional products, designed *right*, made *right* and operating *right*. It all adds up to long life, dependable service.

Sorry we can't show you "old 1001," the great grand daddy of all Smith Meters. He's out making deliveries right now on a tank truck. Incidentally, this is his *third* truck—he's outlived two others. More about him later.

A.O.Smith
Corporation

METER DIVISION

FACTORIES • 5715 SMITHWAY ST., LOS ANGELES 22, CALIF. • P. O. BOX 500, SUCCASUNNA, N. J.

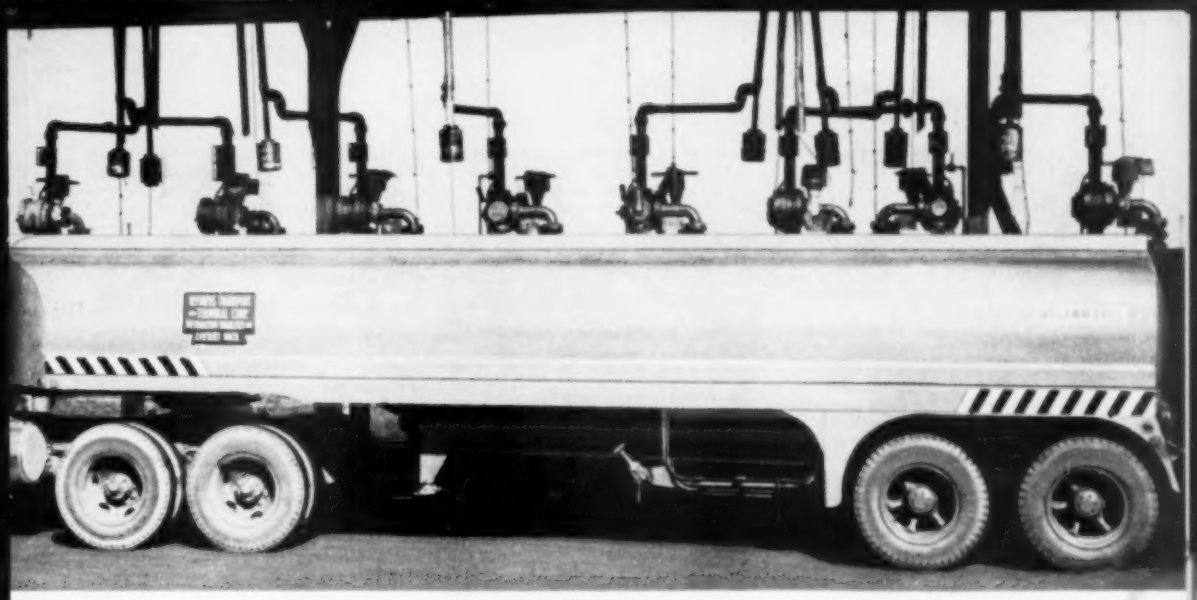
Sales Offices: New York, Chicago, Houston, Los Angeles. In Canada: Toronto, Vancouver.
International Division: Milwaukee 1, Wisconsin. Local Agents in All Principal Cities.

Reading down, **METERS**—*Three different groups—Model S 30, illustrated at top, is for loading racks, refineries and line pipe. Model T meters for trucks and Model M meters, not shown, for high pressure work (up to 2000 psi) at wells, in refineries. For each type, there's a wide variety of counters, totalizers, printers, dials, etc., available.* **GASOLINE DISPENSING PUMPS**—*Low models, high models. Computer and non-computer types. All feature unit replacement plan for constant service at minimum cost.* **GAGES**—*Automatic tank gages. Direct reading types, as illustrated and remote indicating types for central office control of entire tank farms.* **ACCESSORIES**—*Many related marketing accessories, such as flow rate controllers, automatic set stops, temperature compensators, deaerators, etc. Newest accessory is the* SMITHway *engine controller, illustrated at bottom, which saves time, steps, and engine spins in truck/tank deliveries.*

If you buy a tank without this quality

you'll pay for it later anyway!

Neil plants cover 60 acres, house the most modern facilities, employ thousands of skilled craftsmen — many of whom have built Neil transportation tanks for over twenty-five years.



Operating cost—maintenance expense—lost time—may amount to many times the difference in first cost

Look beyond original cost. Divide dollars by years of dependable service. If you can't see long-range, profit-making performance, *a tank is expensive at any price!*

Better products are made of ideas as well as steel. It was an original Heil idea back in 1936, for example, that led to the whole concept of the modern, lightweight trailerized tank. And even today there is no successful tank on the market that is lighter or stronger than that original design.

But research at Heil never stops. Nothing is ever "good enough." Improvement is constant. No other manufacturer can match The Heil Company's unceasing flow of important contributions to the petroleum hauling industry. And because new developments are built into Heil tanks as soon as they are proven sound, *you're always ahead with Heil.*

It is significant that *three out of four sales of Heil tanks are repeat sales to satisfied users* — that Heil transports are usually the last ones in a fleet to be replaced — and even then *bring higher re-sale prices!*

Take a minute now to *get the facts* on profitable petroleum hauling. *Send the coupon* for an illustrated booklet of specific details on a wide range of tanks to meet your exact requirements.

THE HEIL CO.

Factories: Milwaukee — Hillside, N. J.

District Offices: Hillside, Washington, D. C., Atlanta, Milwaukee, Detroit, Chicago, Minneapolis, Kansas City, Dallas, Los Angeles, Seattle

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Get the facts! Send in the coupon for an illustrated book of specific details on petroleum transport tanks. The wide range of Heil styles and capacities will meet your most exacting requirements.

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Send me illustrated book of specific details on petroleum transport tanks.

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Title .....

Company .....

Address .....

City ..... ( ) State .....

NEW LITERATURE

25—Station Lights

(Service Stations)

A descriptive folder gives details on company's redesigned line of sealed-beam directional lampholders. The units are available in two sizes—one for 150-watt spot or flood lamp, and the other for 300-watt flood lamp. Both lampholders are cast aluminum and incorporate an adjustment screw in the back to insure a weathertight fit of lamps regardless of lamp variations. The folder also describes the company's line of accessories and gives prices. Bright Light Reflector Co.

26—Liquid Line Filter

(Bulk Plant, Terminal, Truck, Other)

A liquid line filter—which is said to be applicable to petroleum industry usage on tank trucks, pumps, burners, meters and liquid lines requiring filters is described in a four-page folder. Dimensional chart and complete diagrams show how the unit is made. Engineering data also claimed are: No moving parts, operates with equal efficiency in any position, large filtering area in a small space, easy cleaning, all parts made of metal except gaskets. Marvel Engineering Co.

27—Fluorescent Lights

(Service Stations)

Four-page folder describes company's line of fluorescent fixtures for service stations. Various models are available with different mountings and different numbers of tubes. Specifications for the fixtures are: made of 18-gauge aluminum coated with white enamel; ⅛" glass, frosted inside and ribbed outside; weather sealed globes with rubber channel on all edges; top and bottom caps made of brass, with durable nickel and chrome plating; sub-zero operation; units ventilated for efficient operation; units are constructed in halves and include centering device for installation over end of open pole. Carlisle Manufacturers Inc.

Positive Sealant for the PETROLEUM INDUSTRY

RECTORSEAL #2

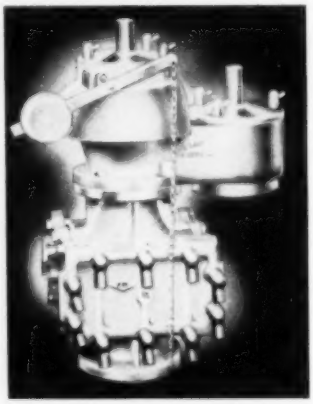
Because . . . it retains its sealing qualities for the life of the connection. It's unaffected by petroleum and all its fractions. It is easy to apply, economical to use. It never dries out or hardens—never freezes connections. Available in brush top cans: pints, ½ pints, ¼ pints. Ask your jobber or write—

RECTORSEAL, Dept. J
2215 Commerce St.
Houston, Texas

RECTORSEAL # 2

MAKING THE OIL INDUSTRY SAFER

28—Vent Valves and Units



(Bulk Plants, Terminals)

A new series of conservation vent valves is described in an eight-page bulletin. The vent valve is designed so that it flows more than an open nipple of the same size, company says. It is designed with venturi inlet, hyperbolic pallets, center and side pallet guiding, regrindable and renewable seats, manufacturer states in the bulletin. It is available without flame snuffer and may be had in a wide range of pressure and vacuum settings. Flame arrester portion of the unit is listed by Underwriters' Laboratories for use on oil storage tanks, company says. This unit comes in a complete range of sizes from 2" to 12". The Vapor Recovery Systems Co.

29—Cushioning Materials

(General Application)

New 32-page catalog describes company's line of cushioning materials including a fire resistant and an aromatic fuel resistant cushioning. In addition, 15 clips, clamps and brackets are listed in the catalog as standard equipment. Detailed prints with material finished, specifications, and ranges of sizes offered in aluminum, steel and stainless steel are given in the catalog. Installation sketches also are included, showing suggested applications and special features. Complete line covers 12,000 sizes and combinations of standard bare metal and cushioned line support clamps and line support blocks. Thomas Associates.

30—Uniforms

(Service Station, Drivers)

Catalog of uniforms for service station attendants, truck drivers and other oil personnel who require special dress in their jobs gives descriptions and illustrations of company's line. Prices and instructions on how to figure sizes are given. Manufacturer offers lettering and emblem service for all uniforms. Industrial Uniform Co.

31—Bulletin on Valves

(General Application)

Company describes its line of needle and Seat-Seal valves. Details of construction of the valves, some with specially designed seating, are given together with cross-sectional drawings and sizes. Specifications for glove pattern, angle pattern, triport design, and cross-over design are given. Grove Regulator Co.

32—Prize Book

(Office)

Prize book, useful to sales management executives who have incentive programs in operation, lists 1,460 nationally advertised items ranging in price from $1 to $500. Each item is described and numbered, and its cost interpreted in terms of "points." Cappel, MacDonald & Co.

33—Door Operators

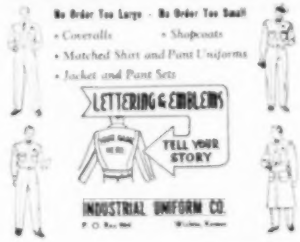
(Service Station, Warehouses)

Literature describes how an electric operator for commercial and industrial doors performs its operation of opening and closing many types of doors by switch control. Features and specifications of the unit are given. Robot Appliances, Inc.

FREE CATALOGUE WRITE TODAY

No Order Too Large - No Order Too Small

- Coveralls
- Shopcoats
- Matched Shirt and Pant Uniforms
- Jacket and Pant Sets



INDUSTRIAL UNIFORM CO.
P. O. Box 984 Wichita, Kansas

a 1% Delivery Error

LOSES $1000 PER TRUCK EACH YEAR

MONEY THAT CAN BE SAVED EASILY BY AN ACCURATE RED SEAL® METER COSTING 1/3 AS MUCH

A 1% error too small to worry about? Not in the oil business! For instance, in Chicago, a 2000-gal. truck delivering 8-cent oil, three trips a day, handles product that costs over $100,000 a year!

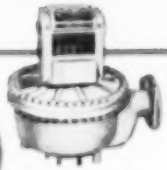
That's worth protecting with the most accurate meters it's possible to obtain—for in one year the meter must accurately account for oil worth 300 times the cost of the meter itself! This common-sense applies to your bulk plant operations too. Replace inaccurate measuring devices with the meters famed for *sustained* accuracy—Red Seal Meters. Ask your nearest Neptune office or Neptune equipment jobber to show you *why* Red Seal Meters are the most accurate and easiest to maintain—*best* for all your trucks and loading racks.

20-I

NEPTUNE METER COMPANY
50 WEST 50TH STREET
NEW YORK 20, N. Y.

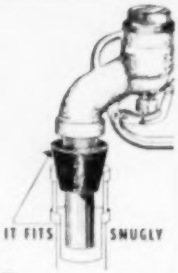
Branch Offices
ATLANTA • BOSTON • CHICAGO • DALLAS • DENVER
LOS ANGELES • LOUISVILLE • No. KANSAS CITY, MO.
PHILADELPHIA • PORTLAND, ORE. • SAN FRANCISCO
Canadian Factory: LONG BRANCH, ONT.

RED SEAL METERS®



There's a Red Seal Bulk Plant or Tank Truck meter for every use. See the improved Auto-Stop quantity control and Print-O-Meter ticket printing registers.

RICHFILL



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Prevents Spillage

For Nozzle Tubes
from 1⅛"
to 1-5/8" O.D.

$1.75 ea.

Dealer Inquiries
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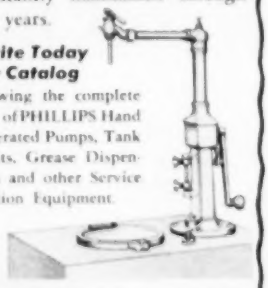
"PHILLIPS"
Your "Buy Word"
for DEPENDABILITY

Since 1919 the PHILLIPS Trade Mark on Hand Operated Service Station Dispensing Equipment has been a hallmark of quality and dependability—a reputation constantly maintained through the years.



Write Today For Catalog
showing the complete line of PHILLIPS Hand Operated Pumps, Tank Units, Grease Dispensers and other Service Station Equipment.

PHILLIPS PUMP & TANK CO.
5060 Brotherton Road
Cincinnati 9, Ohio
West Coast Office
2649 Hunter St.
Los Angeles 21, California

Equipment

NEWS OF MANUFACTURERS

A. Y. McDonald's new showroom and warehouse at Joplin, Mo.

NEW SHOWROOM, WAREHOUSE—A. Y. McDonald Mfg. Co. opened a new showroom and warehouse building this month in Joplin, Mo. The company located the new building near the main highway artery of U. S. No. 66 on the city's outskirts to provide room for expansion. The warehouse has 35,000 sq. ft. of space for the complete distributor's stock of plumbers brass goods, pumps and cylinders, steam and gas cocks, bulk oil and service station equipment, power pumps and building materials. Dealers are offered "at the plant" service at the new sales counter, where all items manufactured or distributed by the company are available. Parking facilities for nearly 100 cars and trucks are provided.

NEW DIVISION OFFICE—OPW Corp. of Cincinnati has set up a new division office in Metropolitan New York City area at 120 Liberty St. Ned H. Heinzerling has been appointed district manager and all inquiries and transactions in the area are handled through that office.

MORE TANK TRUCK CAPACITY—Engineers of Standard Oil Co. (Ohio), White Motor Co., and Pennsylvania Furnace and Iron Co., tank construction company, have been

Oil Equipment Company Uses Plane on Business Calls

The Van Praag Equipment and Manufacturing Co., Inc., Decatur, Ill., has added a small airplane to its operation and has found that it brings the company within two hours of any point within its trading area.

Primary use of the plane is for calls on customers, both Independents and majors; to visit equipment manufacturers; and to get to a prospect quickly.

Pilot of the plane is Alex Van Praag III, vice president of the company, who took up flying via G.I. commercial instructors course in flying after the war ended. He had been with the Engineers Corps during the war.

A small plane was chosen because of smaller initial cost and lower maintenance expense. Cost of operation is less than a car, company says, and the plane can land or take off from the smallest fields.

Company says it is sold on the continued use of the plane in its business.

Alex Van Praag III beside his company's small plane

complete Wheaton service

...solves any SWING JOINT problem

WHEATON 70 SERIES LIGHT DUTY SWING JOINTS FEATURE EASY, ONE MAN PACKING REPLACEMENT

Series 70 Swing Joints are built rugged for hard service and offer a choice of single, horizontal and vertical or straight swinging action. One man can repack either model without removing the loading arm.

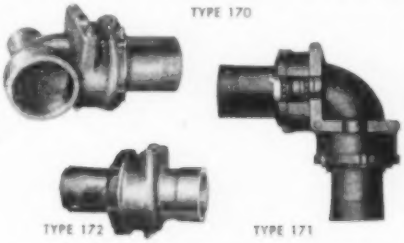
SIZES: ¾", 1", 1¼", 1½", 2", 2½", 3", 4".

TYPE 70 TYPE 71 TYPE 72

WHEATON 170 SERIES MALE THREADED SWING JOINTS REPACK WITHOUT REMOVING THE LOADING ARM

Double rows of ball bearings and a non-contracting synthetic rubber packing seal provide easiest, smoothest swinging action known. A simple nut adjustment compensates for wear. Packing can be replaced in minutes without removing loading arm.

SIZES: Types 170 and 170A*—1½", 2", 2½", 3"; Types 171, 171A* and 172—2", 2½", 3". *Not illustrated

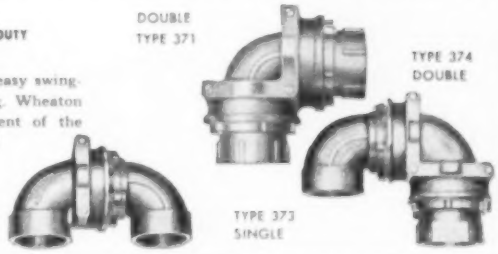


TYPE 170 TYPE 172 TYPE 171

WHEATON 370 SERIES FEMALE THREADED HEAVY DUTY SWING JOINTS PERMIT QUICK SERVICING

Low friction characteristics mean smooth, easy swinging, greater flexibility and easier handling. Wheaton patented feature permits quick replacement of the packing seal without loading arm removal.

SIZES: Made in 3" and 4" sizes. Types 370*, 371, 372*, 373 and 374 in bronze. *Not illustrated.



DOUBLE TYPE 371 TYPE 374 DOUBLE TYPE 373 SINGLE

If it's bulk handling equipment — see *WHEATON first!*

50 years experience in designing and manufacturing bulk handling equipment has made Wheaton the standard for finer performance, longer service life and easier maintenance. The next time you need loading equipment, call on Wheaton for prompt, complete service. Remember—Wheaton quality is the sound investment that pays big dividends in the long run!

FAUCETS • VALVES • JOINTS • COUPLINGS • LOADING • ASSEMBLIES

WHEATON BRASS WORKS
DISTRIBUTORS IN ALL PRINCIPAL CITIES
NEWARK 5, NEW JERSEY

PROVEN FOR QUALITY SINCE 1892

Distributors in All Principal Cities

IN CANADA: EMPIRE BRASS MFG. CO., LTD., LONDON, ONTARIO
IN ENGLAND: EMCO BRASS MFG. CO., LTD., MILL LANE, WADDON, CROYDON

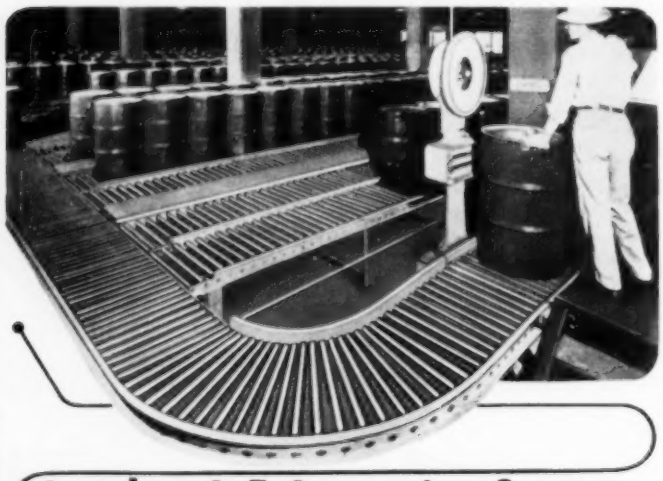
working on the job of increasing the truck tank capacity on the White "3000" cab-over-engine truck. The engineers started with a conventional truck unit which handled a tank of 2,800-gal. capacity within legal limitations, and calculated what they could do on the White truck with short wheelbase and new weight distribution. Result was a tank truck with a capacity of 3,800 gals. and a reduction in over-all length of 2½', the White company says. Another change in design places hose and reel for deliveries on the side. The same engineers now are working on a new design tractor-semi-trailer unit which Sohio hopes to put into service this year.

NATIONAL PACKAGING WEEK—The annual conference on packaging, packing and shipping will be held concurrent with the American Management Assn.'s 19th National Packaging Exposition at Navy Pier in Chicago, April 24-27.

SALES MEETING—The J&L Steel Barrel Co. held a convention of sales and key operating personnel in Toledo, Ohio, last month to co-ordinate expansion following acquisition of production facilities from American Can Co. This added a line of steel pails from one to 10 gals. to company's previous 10 to 110-gal. line of steel drums. Dave Merrill, former assistant to vice president of sales for Crown Can Co. is head of company's pail sales. Steel pail production is being consolidated with the production of steel drums at Bayonne, N. J., and in a new plant in Kansas City, Kans. Pails will continue to be produced at Toledo.

TWO NEW SALES OFFICES—Wagner Electric Corp., St. Louis, has opened a New Orleans office at 227 International Trade Mart under the direction of N. G. Alvis, and a Davenport, Iowa, office in the Kahl Building under direction of S. R. Snyder. At Omaha, G. W. Morris has retired and is succeeded by G. D. Jackson.

LUBRICATION SIGNAL DEVICE—An attachment for the speedometer of a car automatically signals to the motorist that his vehicle needs lubrication. Patented by Howard L. Berry, Schenectady, N. Y., the device operates by friction with the odometer in the speedometer of a car. It automatically moves a signal flag across the odometer window every 1,000 miles. It is returned to original position by means of a small manually operated control button. The inventor says the device can be made and assembled at a low unit cost and installation takes about one-half hour. The signal device is not yet in production.



Another A-F Conveying System That *Drums Up Production!*

You Can **SEE** The Superiority of Alvey-Ferguson Conveyor Engineering

In this large refinery heavy oil drums are handled more economically because of the A-F plant-wide *Engineered* Conveying System. The scale is used for weighing filled drums which move on the A-F Live Roller Conveyor and are accumulated for storage purposes on the Gravity Roller Conveyors—ready for movement to shipping at a moment's notice. How can an A-F Conveying System increase production for you? Write today!

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612 Disney St. Established 1901 Cincinnati 9, Ohio

Offices or Representatives in Principal Cities

Alvey-Ferguson Engineered CONVEYORS

First in the Field of Case, Keg, Barrel and Package Conveyors Since 1901

Equipment Jobber Issues Informative Oil Booklet

A booklet, containing hundreds of facts about truck weight limitations in Illinois and Missouri, product weights, state safety regulations, storage tanks gauge charts and related subjects, has been prepared by Schooley & Summers, oil equipment distributors of Mattoon, Ill., and direct factory representatives of the Progress Mfg. Co., Inc. Over 400 copies of the 32-page booklet, entitled "Petroleum Marketers Handbook," were given out last month at the annual convention of the Illinois Petroleum Marketers Assn.

J. B. Schooley and Alex Summers explain that they were looking for something to hand to prospective customers which would have permanent value. Previously, the company had given trinkets of one kind or another. Oil men are said to be enthusiastic about the booklet.

EQUIPMENT PERSONALS

Mr. Leidy

Argus Leidy has been named vice president in charge of export sales of Globe Hoist Co. He joined the Globe staff in 1939 and has served in the dual capacity of export manager and advertising manager. He will retain his former duties as advertising and sales promotion manager for the company's products, both in the domestic and overseas markets, with offices at Philadelphia.

* * *

Mr. Smith

Harry G. Smith has been appointed vice president and director of sales for The Ohio Injector Co. He formerly was with A. O. Smith Corp. where he was manager in charge of administration, sales, manufacturing and engineering of the meter division. Mr. Smith began his career in the petroleum field as research engineer for Smith Meter Co., progressing through engineering and sales departments to become vice president and general manager. When Smith Meter was absorbed by the parent company, he continued as manager of the division. He is affiliated with the American Society of Mechanical Engineers, American Petroleum Institute and Assn. of Weights and Measures Officials. He moves to Wadsworth, Ohio, from Pasadena, Calif.

* * *

Frank D. St. Hilaire will leave for the Middle East soon to take up duties as project engineer on the Trans-Arabian pipe line for Graver Construction Co. His work will be in Saudi Arabia, Trans-Jordan, Syria and Lebanon. Previously, he was with The Lummus Co.

* * *

Among oil equipment men in Columbus, Ohio, for the annual convention of Ohio Petroleum Marketers March 7-9 were the following: **K. C. Appel,** Service Station Equipment Co., Pittsburgh; **Bob Munson,** Tokheim Oil Tank & Pump Co., Cleveland; **C. H. Bradshaw,** Ohio Oil Equipment Co., Columbus; **Jack Rommell,** Philadelphia Electrical and Manufacturing Co., Philadelphia; **G. E. Hunley,** Wilco, Inc., Kenton, Ohio; **J. P. Hackenberg,** Wayne Pump Co., Fort Wayne; **H. R. Tuller** and **J. B. Hill,** Tuller Equipment Co., Columbus; **T. T. August** and **Jim Buchanan,** Metal Hose & Tubing Co., Dover, N. J.; **F. V. Brewer, Charlie Hagan** and **Ray Johnson,** Modern Welding Co., Owensboro, Ky.; **C. R. Cox,** Neptune Meter Co., Columbus; **L. H. Rogers,** Erie Meter Systems, Lorain, Ohio; **H. R. Leisure,** Gramm Trailer Corp., Delphos, Ohio; and **A. F. Woods,** Marlow Pumps, Ridgewood, N. J.

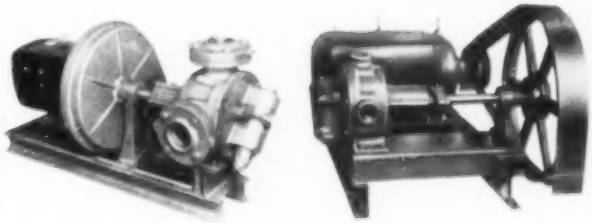
Others present were: **E. R. Stull,** Alemite Co., Cleveland; **W. C. Wright,** Butler Manufacturing Co., Kansas City; **H. C. Corwin,** Commercial Filters Corp., Boston; and **E. G. Bennett** and **W. B. Gest,** Du Pont Co., Chicago.

* * *

Bob McGill, director of marketing at Balcrank, Inc., attended the 1950 Pacific Automotive Show in San Francisco last month. He demonstrated his company's equipment at a booth set up by Shields, Harper & Co. Another Shields' booth had a display of Rotary Lift equipment.

Invader PUMPS

. . . . for every Bulk Station requirement



Two of the many INVADER Pumps for oil marketers are illustrated here. No. RGWC (left) is driven by gears in an oil-tight housing. No. LVWC (right) has quiet V-belt drive. Both are furnished with a base on which motor may be mounted. They are available with either right-hand or left-hand ports, and with mechanical seal or conventional packing.

HERE'S THE REASON why INVADER Pumps are favorites with cost-conscious oil men! The new and improved tooth design of this gear-within-a-gear rotary pump provides a *positive seal* and *rolling contact* . . . assures you of service you could never get with the old-style construction. Less "down" time, fewer replacements and reduced power costs. Next time, be sure you get INVADER Pumps!

INVADER Pumps will fit your equipment with no expensive changes in piping or mounting. Ask your Equipment Jobber, or write for full information and prices.

The SCHIRMER-DORNBIRER PUMP Co.
1719 EAST 39th STREET CLEVELAND 14, OHIO

Oil and Equipment Companies Combat

STEP 1 in approved method of cleaning motorists' windshields using cleaner fluid and chemically treated paper wipes is shown above. Attendant takes clean wipe from cabinet dispenser, at same time removing bottle of fluid from rack at side of cabinet

STEP 2 is spraying windshield lightly but thoroughly from distance of about one foot, making even mist on glass. Spraying only part of glass will mean smearing of weather film over dry portions

Extensive Research Shows Most Cleaners Are Not Causing Windshield Film; Improper Methods Cited as Main Cause

By NPN Staff Writer

A frontal attack on public distrust of fluid-type windshield cleaners as a cause of windshield film in rainy weather is being made by oil and equipment companies. The main problem—that of dealing with the motorist who says, "Don't put that stuff on my windshield, it smears"—is being handled largely through dealer education.

The original controversy, touched off by American Automobile Assn.'s request of oil companies to investigate cleaners as possible cause of film (see NPN Aug. 31, 1949, p. 36), has led to extensive research showing most cleaners to be blameless. Difficulty remains in convincing the motorist, whose prejudice is forcing many dealers to clean with water.

Meets Challenge

The Calwis Co., Green Bay, Wis., one supplier of cleaner fluid and windshield paper wipes, has moved into action with a three-point program. Company began by making available to the AAA research results, which in part led to the association's announcement last November that largely absolved cleaners of blame for film (see NPN Nov. 30, 1949, p. 23). Calwis then took the matter to the oil companies it supplies. It prepared literature for distribution to company dealers, pointing out the causes of film and the means of combating them. It also offered—and is offering—oil companies a sound-slide film for use in dealer training programs and sales meetings. Finally, Calwis is providing demonstration clinics on windshield service to publications in the service station field.

The program parallels that of many oil companies, who are fighting the adverse publicity attached to cleaners through dealer publications, sales meetings, films and pamphlets. One major is planning a campaign designed to take the facts directly to customers through use of service station handouts, mailing pieces and newspaper advertising.

Causes of Film

Basically, the companies are trying to get across the fact that prime cause of windshield film is not the cleaner—but "weather film." While many other causes are considered important—such as greasy wiping rags, oil from streets, and car exhaust—tests have shown that film caused by mere exposure of the windshield to the atmosphere produces a chemical reaction on the glass—and the most stubborn film. Practically none of the cleaners now marketed leave any film of their own, although some fail to remove the weather film. Futhermore, many windshields are improperly cleaned by the station attendant. Unaware of this, the average motorist blames smearing on the cleaner.

Cleaning Methods

Calwis Co. has laid down three basic requirements for effective cleaning in its education program: cleaner with chemical properties effectively removing weather stains, grease, oil, etc.; absorbent wiping material that will leave no deposit on the glass and will not tear easily when wet; and an efficient cleaning job by the attendant.

It recommends the following procedure in use of the cleaner and wiper it manufactures:

1. Hold cleaner bottle about a foot from the windshield.

2. Spray cleaner on *all* the glass. Several squirts near the middle only spreads smear over rest of glass.

3. Hold windshield wipe flat against the glass, with a crease in the wipe pinched between thumb and fore-

Controversy over Windshield Cleaning

STEP 3 is wiping glass with clean wipe held between thumb and forefinger. Start should be made in center of windshield, with wipe worked out from center in circular motion. A good job gets the corners. Some companies recommend repetition of spraying and wiping process

STEP 4 is cleaning wiper blade. Attendant is shown above wiping blade to remove collected grease and grime that can spoil perfect job of cleaning glass. He had first soaked clean section of paper wipe with fluid

finger. Use circular motion from center out. Get all corners of windshield.

4. Make sure to clean wiper blade with wipe.

5. On very damp days, when paper has trouble absorbing all water on windshield, use extra-absorbent cloth or preliminary windshield wipe to remove excess water. Then make usual cleaning.

6. In very cold weather, when evaporation is slow, speed drying by spraying cleaner on wipe instead of on glass, and complete cleaning process.

Warns Against Water

Calwis warns against the use of tap water in cleaning windshields, maintaining that such water contains chemicals contributing to the very film the person cleaning is trying to remove. The company points out that used wipes, which dry quickly, can be saved for future use in wiping excess water from windshield in heavy rain, for wiping oil sticks, and for general cleaning purposes.

It also stresses the value of cleaning wiper blades as two-fold: insuring that greasy blade will not smear windshield; and providing opportunity to sell replacement blades if original wiping edge is defective. Calwis is further urging oil companies to have dealers make the cleaner fluid itself a product line.

One of the companies which undertook windshield cleaning research is Standard of Ohio. It selected a number of "test" cars that were driven under close supervision. A sticker on each windshield read: "This windshield is under test. Do not clean without specific instructions from the driver." Using the cleaner and wipes employed at Sohio stations, drivers were told to use approved cleaning methods and were instructed to keep a log of results during rain and traffic film periods.

Some conclusions drawn from the test were:

1. Cleaning job itself has a great deal to do with results obtained.

2. Amount of potential smear scum built up in wiper blades between rainstorms was "amazing."

3. A definite smear saturation point under mild adverse conditions seems to occur in about 50 miles of driving.

4. Regular and thorough cleaning is needed to eliminate film.

5. Cleaner and wipes in no way contributed to film.

STEP 5 at right is end of job. Attendant places used wipe in container at top of cabinet and returns fluid bottle to rack

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from 100 to 1200 S.U.V.

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OGD Figures Show Importance of Rivers In Moving Oil; Published for First Time

Statistics Compiled to Check on Violations of Connally Hot Oil Act Give Data on Oil Barging

By GLENN W. DIETRICH
NPN Staff Writer

In movement of crude petroleum and its products, the Mississippi River and its tributaries comprise a greater artery of commerce than most people—even a great many connected with the oil industry—realize.

Edward B. Swanson, assistant director of the Interior Department's Oil & Gas Division, Washington, estimated in mid-1949 that 7% of all crude oil and 15% of all petroleum demand in District 2 (the Midwest) was being supplied by river barge.

"If District 2 were suddenly deprived of these river barge movements," observed Mr. Swanson, "it certainly would feel a pinch."

It should be noted at this point that since mid-1949 reports issued by OGD have shown a sizeable decline in the amount of crude oil barged as some companies shifted part of these movements to pipe lines. Further decline in barged crude will be evident during 1951 when the Mid-Valley pipe line from Texas to supply Sun and Standard Oil refineries in Ohio (see April 27, 1949 NPN, p. 19) is completed and placed in operation.

In discussing crude movements, Mr. Swanson estimated that in many cases a single tow up the Mississippi would carry as much as a large tanker. Such a tow would constitute 15 barges carrying 10,000 bbls. per barge for a total of 150,000 bbls.

OGD's figures on shipments of petroleum products by river barge go back to 1936, with those for crude dating from 1942. OGD started keeping tab on all interstate shipments by tanker and barge at the time of passage of the Connally Hot Oil Act.

Reports Required by Government

Reports are required from companies making such shipments of either crude or products, or both, but Mr. Swanson says the figures compiled in his office are "not wholly accurate," due to the fact that some companies are not aware of the requirement to make reports. The requirement does not cover intrastate movements.

"Our primary purpose is not the collection of statistical data, but to check on violations of the Connally Act," Mr. Swanson emphasized. Data thus collected are still used as testimony in "hot oil" cases. However, during World War II, from a statistical standpoint, the figures compiled by OGD proved of immense value to the Petroleum Administration for War.

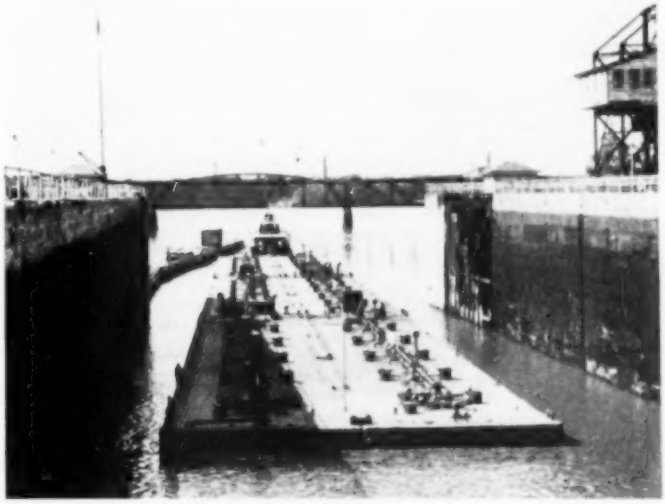
> Summary of interstate shipments of crude oil and petroleum products by river barge, as shown in monthly reports (O.C.R.-1) issued by the Oil & Gas Division, Department of Interior, will become a new feature in the statistics pages of NATIONAL PETROLEUM NEWS with issuance by OGD of report for January 1950. (See p. 56.)

Figures Not Publicized

Up until now circulation of OGD's report (designated O.C.R.-1) summarizing both tanker and barge commercial shipments from the Gulf Coast has been limited to about 25 persons. The reports are sent out principally to state tax collectors for their information. While tanker movements are reported by the Bureau of Mines in its monthly petroleum statement, river movements have received no publicity up to now in any way, shape or form, according to Mr. Swanson.

Work sheets on which data taken from company reports are entered show the name of the vessel, shipper, consignee, loading port, destination, product, amount and date.

The O.C.R.-1 reports each month summarizing these data show, in addition to tanker movements, barge shipments of crude oil and products



More than 70 million bbls. of crude oil and petroleum products were transported by river barge during 1949, mostly to Midwest destinations. Shown here is the "St. Paul Socony," flagship of the inland tugboat fleet of the Socony-Vacuum Oil Co., entering the Mississippi River lock at Keokuk, Iowa, with six gasoline-laden barges en route to St. Paul. Each barge has a capacity of 10,000 bbls., making total for tow 60,000 bbls.

Oil Shipments by River Barge—1949

(Summary of Oil & Gas Division O. C. R.—1 Reports)

Month	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lube Oil	Misc.	Total
Jan.	1,403,236	2,018,058	578,553	118,243	263,739	114,114	17,793	.....	5,413,730
Feb.	1,436,496	2,076,293	491,315	43,977	76,594	179,151	18,128	.....	4,371,954
March	1,850,226	2,869,929	446,573	153,618	126,003	138,640	19,188	.....	6,604,177
April	1,512,251	3,900,886	299,255	58,557	78,376	103,422	8,207	.....	5,930,954
May	1,291,729	4,411,302	279,877	91,596	102,094	47,295	27,686	.....	6,251,579
June	922,447	4,177,629	335,207	146,394	95,879	17,321	21,089	.....	5,713,766
July	1,194,303	4,308,837	213,613	143,063	132,071	61,276	12,358	.....	5,976,521
Aug.	1,056,368	4,097,151	342,554	308,338	233,479	.....	28,018	12,555	5,988,263
Sept.	520,166	4,054,580	537,812	311,663	158,487	58,289	11,183	5,986	5,658,466
Oct.	959,885	3,588,215	661,872	484,990	178,594	51,235	46,851	11,421	5,982,793
Nov.	700,999	3,620,579	643,926	226,092	138,381	141,520	28,329	.....	5,501,811
Dec.	881,423	3,607,941	952,820	714,326	433,967	196,325	27,881	5,436	6,820,099
Totals	13,690,244	44,531,800	5,783,177	2,788,827	2,015,424	1,110,588	266,691	35,398	70,214,149

from Texas and from Louisiana into District 2 and portions of Districts 1 (East Coast) and 3 (Gulf Coast).

Barge shipments into District 1 are confined to Pittsburgh and Midland, Pa., and points in West Virginia. District 2 destinations are principally along the Mississippi, Ohio and Illinois rivers. Guntersville and Decatur, Ala., on the Tennessee River, are included along with the states of Mississippi and Arkansas in District 3 destinations. Arkansas was added when wartime Project No. 5 pipeline was completed to barge terminal at Helena.

Besides showing crude oil shipments, O.C.R.-1 reports summarize barge shipments of gasoline, kerosine, heating oil, gas oil, fuel oil, lube oil and miscellaneous, with totals given for crude and products according to state of origin and refining district to which shipment is made. Heating oil figures in summary is mostly No. 2, but if companies filing reports with OGD occasionally show medium or No. 3 fuel oil, that is included.

API Sets Refining Meeting

NEW YORK—The 15th Midyear Meeting of American Petroleum Institute's Division of Refining will be held in Cleveland May 1-4. Seven technical group sessions have been scheduled, covering such general subjects as motor fuels, analytical research, corrosion, training supervisors, waste disposal, refinery maintenance and oil-water separation.

Sinclair to Market New Multi-Purpose Grease

NEW YORK—A new multi-purpose grease — Sinclair Litholine — will be available at all Sinclair outlets April 1. Combining lithium base soap and a highly refined mineral oil, the new grease replaces "the many types heretofore required" at service stations, Sinclair says. At same time, company adds, Litholine has greater lubricating qualities and increased resistance to heat, cold, water, and rust.

Missouri Jobbers Vote To Endorse OIIC Program

ST. LOUIS — Missouri Petroleum Assn. March 15 became third Midwest jobber group to endorse Oil Industry Information Committee program without qualification in recent weeks. Similar action previously was taken by Kansas Oil Men's Assn. and Illinois Petroleum Marketers Assn., while Iowa Independent Oil Jobbers Assn. approved the program unofficially.

Resolution approved by the Missouri group noted that the OIIC "has adopted as its objective that of helping to strengthen the faith of the American people that their interests, as well as those of the nation, are best served by competitive, privately-managed oil companies."

The program of the OIIC for achieving this objective "is a long-range, continuing effort, working with oil men in all branches and units of the industry, for the preservation of a competitive oil industry, and free, American enterprise," the resolution said.

". . . The Missouri Petroleum Assn. . . . does hereby go on record and does hereby endorse and support the objective and program of activities of the Missouri Oil Industry Information Committee, and does hereby urge its members to support the said program by their co-operation and participation in the various activities of the state and local committees of the Oil Industry Information Committee in the furtherance of the aforesaid objective."

Jobber's Suit vs. Texaco Nears Trial Date in N. Y.

NEW YORK—A 1947 suit by which Philip S. Potter of P. S. Potter & Sons, Poughkeepsie, N. Y., a Calso product distributor, seeks damages totaling $55,981.59 from former supplier, The Texas Co., in differences over Potter's dropping of contract, now is scheduled for trial April 10 in Federal Court here.

Texaco, in counterclaim, asks $20,892.89 damages.

Bulk of damages sought by Potter, $51,106.67, is claimed on ground that The Texas Co. induced five dealers to break contracts with him.

In its answer, The Texas Co. contended it owns certain equipment at the dealers' stations, and that Potter tried to induce them to discontinue selling Texaco products while he was a Texaco distributor.

Potter originally brought suit in Supreme Court of State of New York, Dutchess County, in March 1947. The Texas Co. obtained order removing suit to Federal Court here in May of same year.

Natural Gas Sales Up

NEW YORK—January 1950 total gas sales by utilities to ultimate customers increased 23.9% over January 1949, according to American Gas Assn. For the 12 months ended Jan. 31, total sales showed a gain of 8.9%, compared with sales of corresponding 12 months a year earlier.

During January this year natural gas sales increased 27.4% over January 1949 sales, while manufactured and mixed gas sales declined 3% and 10.2%, respectively.

Net Income of 6 Oil Companies Drop

By NPN Staff Writer

Financial reports of seven oil companies during the past week reveal all but one with 1949 earnings substantially below those of 1948—the drop ranging from 16.3% to 39.1%.

Richfield Oil Corp.'s net income for last year was 21.9 above the previous year. Decreases in net income for the other six companies are shown in the table below. Other highlights of company reports include:

Cities Service—Total liquid hydrocarbon and natural gas reserves rose to highest point in company's history during 1949. Number of company's marketing outlets at end of 1949 totaled more than 16,000, net increase of 1,100.

Ohio Oil—Runs to stills at company's two refineries last year topped new record set in 1948, increase amounting to 14% at a time when domestic refining industry's operations were reduced about 4%. Company reported total sales volume up 2% over 1948 while dollar value of sales was down 5%.

Standard Oil (Ohio)—Physical volume of all petroleum products sold in 1949 declined about 3% from record volume sold in 1948. However volume of products bearing Sohio brand names increased 2.5% with sales of Sohio brand motor gasoline rising about 4%. Company reports that as result of progress made in recent years in gasoline distribution methods more than 75% of gasoline volume in 1949 was moved from refinery, pipe line and barge terminals directly to final point of sale at substantial savings in operating costs.

Phillips Petroleum — "Improved prices of heating and heavy fuel oils since the latter part of 1949 enabled Phillips to sell "all the company's inventories of these heating products . . . except for minimum working stocks," annual report said. Despite decline in net earnings, company said it finished 1949 with its highest year-end cash balance. It reported that:

1.—Outlook for renewal of "rapid growth" of its LP-gas business is "excellent."

2.—Its unit sales of tires were up 4% in 1949 and battery sales up 15%.

3.—Number of company's outlets increased 8% to total of 15,568.

Lion Oil — Volume of oil products sold in 1949 declined slightly but sales volume of chemical products continued to increase.

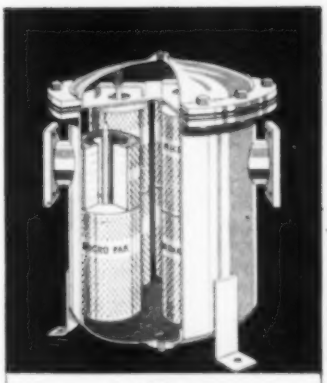
Need of Reserves Is Issue In National Defense Week

Highlight of the program to provide the U. S. with adequate military reserve forces is the annual National Defense Week. This year it will be May 13-20, climaxed by the new Armed Forces Day on May 20th.

National Defense Week is in part a salute to forces such as the oil industry's Reserve Corps Petroleum Units. Purpose is to show that a trained reserve force of "citizen-defenders" is necessary to the American democracy. Sponsor of the week is the Reserve Officers Assn. of the U. S., whose more than 1,000 chapters will arrange local observances—parades, displays, meetings, talks, dinners and military balls. The association has sponsored a special week to examine the military state of the Union each year since 1923, with the exception of the war years.

Financial Data From Annual Reports of 7 Companies

Cities Service			
Net income	$55,067,822.00	$65,777,033.00	—16.3
Net per share	14.87	17.77	
Capital expenditures	37,300,000.00	112,400,000.00	—66.8
Ohio Oil			
Net income	33,638,767.00	49,333,158.00	—31.7
Net per share	5.13	7.52	
Capital expenditures	24,147,000.00	31,600,000.00	—23.7
Standard Oil (Ohio)			
Net income	16,142,164.00	24,783,197.00	—32.1
Net per share	4.26	6.39	
Capital expenditures	35,312,131.00	27,772,145.00	+26.8
Phillips Petroleum			
Net income	44,514,371.00	72,830,997.00	—38.4
Net per share	7.36	12.01	
Capital expenditures	88,056,569.00	134,989,629.00	—35.9
Richfield Oil Corp.			
Net income	20,434,088.00	16,751,475.00	+21.9
Net per share	3.11	4.19	
Deep Rock			
Net income	1,815,000.00	3,052,000.00	—39.1
Net per share	4.54	7.84	
Lion Oil			
Net income	9,115,161.00	11,722,432.00	—22.2
Net per share	3.89	5.01	



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VERY LOW PRESSURE DROP
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SIMPLE COMPACT INSTALLATION
EASY SERVICING BY USER

• Standard Models Available from 15 to 1000 G.P.M. for Servicing Trucks, Fueling Pit Boxes, Loading Racks and Product Pipe Lines.

For Lowest Cost Per Gallon of Fuel Filtered—Specify MICROPAK.

Write Today for MICROPAK TECHNICAL BULLETIN NO. 105 and Engineering Data Sheets—No Obligation.

PETROLEUM ACCESSORIES INC.
DETROIT 11, MICHIGAN

Sohio Raises Octane Ratings of Regular And Premium Gasoline

NPN News Bureau

CLEVELAND—Higher octane gasolines in both regular and premium grades were introduced by Standard Oil Co. (Ohio) throughout Ohio March 17. No rise in price was made as a result of the improved quality of the gasolines.

The new regular gasoline, called "Sohio X-tane," replaces "Sohio X-70," the company's regular grade name since 1931. Sohio's premium gasoline will retain the name "Sohio Supreme."

The new gasolines are a result of a $38 million investment in refinery equipment together with performance tests of hundreds of automobiles over the past two years.

The newspaper advertising campaign launching "Sohio X-tane" is said to be the most extensive ever used for the introduction of an Ohio Standard product. The campaign was begun with "teaser" ads in newspapers. Typical ad read: "*Up* Goes the Value of Your Dollar—with X-tane" with no hint given public as to the exact product or marketer.

A similar ad read in full: "We spent $100,000,000 in three years for new equipment and facilities, but you won't pay one penny extra for X-tane." Follow-up consisted of two-page newspaper spreads announcing X-tane, supported by radio and television commercials.

Name of the new regular gasoline is derived from "ex-tanes" provided by Sohio for aviation gasolines during the war.

* * *

Gasoline containing tetraethyl lead is now being dispensed at service stations in the Cleveland area by Sun Oil Co., according to local newspaper advertisements warning against use of the leaded product in any gasoline-burning appliance or for cleaning purposes.

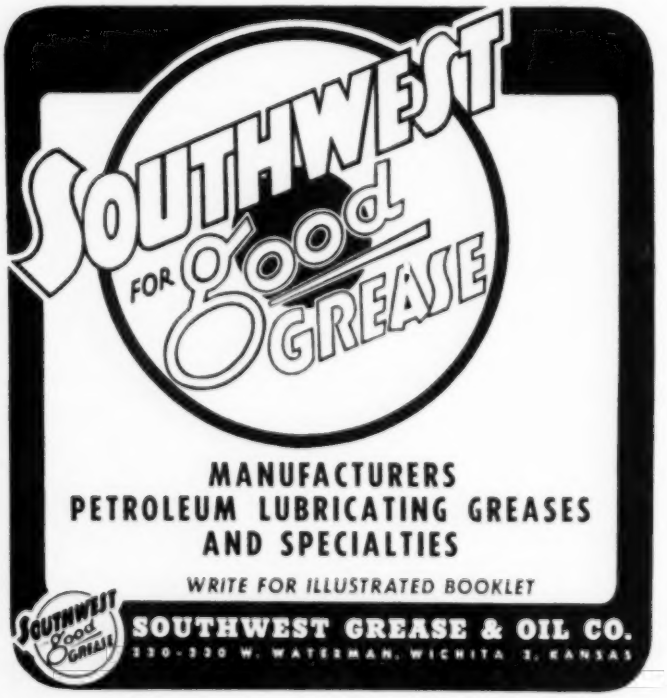
A check by NATIONAL PETROLEUM NEWS disclosed that the ads are appearing in other cities in Sun's marketing area as soon as Sunoco gasoline to which TEL has been added is made available at retail outlets.

Chemists Held Professional Workers in NLRB Ruling

WASHINGTON—Chemists in the petroleum industry are professional employes and entitled to set up for themselves separate collective bargaining units, National Labor Relations Board ruled last week.

Decision was in a case involving Wilmington and Oleum refineries of Union Oil Co. of California and the Oil Workers International Union (CIO) Locals 128 and 326.

The NLRB ordered an election for the chemists.



Self-Serves Are Approved By 2 to 1 in Seattle Vote

SEATTLE, WASH.—The City Council was given a two-to-one mandate by the people of Seattle last week to legalize the operation of self-service gasoline stations.

A referendum held at a general election showed approval of self-serves by a vote of 58,016 to 29,577.

The council last year passed an ordinance prohibiting self-serves inside the city limits. Mayor William F. Devin vetoed the measure, but the council overrode the veto. Then the Independent Self-Service Gasoline Dealers' Assn. circulated and filed petitions containing 19,114 signatures, nearly 9,000 more than necessary, in winning right to place the issue on the ballot.

* * *

NORFOLK, Va.—B. M. Stanton, head of Tankar Stations, reports business is "very good" at a new eight-pump self-serve outlet opened here last month.

This gives Tankar four Norfolk self-serves and a total of 12 in Virginia. All others, however, are merely conversions from conventional type. The only other custom-built self-serve reported in operation is that of Roy Pollard, Jr., at Roanoke, Va.—also an eight-pump outlet.

Four pump islands, with two pumps each, are located at right angles to the highway, and the office is of customary red Tankar design, Stanton said. Private brand gasoline is being sold at 15.5c regular and 17.5c premium—both ex tax, and from 3.6c to 4c below retail price of conventional dealers.

The station is operated 24 hours a day with nine employes, including five girl cashiers outfitted in uniforms of Scottish plaid design—"denoting thrift"—Stanton said. Service is given on all motor oil sales, also on gasoline sales upon request.

* * *

ALBANY, N. Y.—Three bills to ban self-serve stations have been defeated in the New York Assembly.

Two of the proposals would have made the operation of self-serves a misdemeanor, while the other would have prohibited the transfer of motor fuel at a station except by the owner, operator or employe.

Kill Bid to Control Sales

ALBANY, N. Y.—A proposal to place distributors' sales and prices to retailers under control of the Public Service Commission has been defeated in the New York Assembly. The bill covered sales of gasoline, lubricating oil, fuel oil, other fuel and crude oil products. A similar measure died in committee last year.

Fuel Oil and Coal Prices Enter Hot Debate Over Merits of Kerr Natural Gas Measure

WASHINGTON—The Senate was locked in bitter debate at NPN press time over the Kerr Natural Gas Bill (S. 1498), with the most heated argument revolving around the question ow whether passage of the measure would raise consumer prices.

Opponents of the bill assailed it as a "special interest proposal" which would net gas producers anywhere from $200 to $500 million per year at expense of the consumers.

Those favoring the measure defended it as legislation which would make more gas available to home and industrial users and bring down prices. Chief among these was Sen. Johnson (D., Colo.), who told his colleagues:

"I think the Kerr Bill will increase the supply of gas at the point of production, and it ought, therefore, to decrease the price to the consumer. It should have that trend."

The Kerr bill—a similar measure already has passed the House—would make plain that the Federal Power Commission has no authority over the field sales of gas by Independent producers to interstate gas truck lines.

Another proponent of bill, Sen. McFarland (D. Ariz.) told Sen. Brewster (R., Me.) that the Congress should approve the Kerr measure, or:

"The constituents of the distinguished senator from Maine may find themselves in the same position in which my constituents in Arizona find themselves; namely, they will not get the gas they want to take the place of coal and oil, which have doubled in price."

In referring to the prices of coal and oil, Mr. McFarland was paraphrasing Sen. Brewster, who spoke in opposition to the bill on grounds it would boost the prices of gas to New England states.

Raps Price Rise

The Maine senator had noted that plans are being made to bring gas to his section of U. S., and declared consumers "will pay through the nose" if the bill is enacted.

"We have seen the price of our fuel oil double in the past few years," he related, adding: "Whether that was necessary by economic conditions or whether it represented activities of a character which were primarily concerned with the profit of those interested in that industry, I shall not presume to say. We in the north simply know that the price of both our coal and our oil has risen to tremendous heights, and that the profits, particularly those of the companies, have similarly risen."

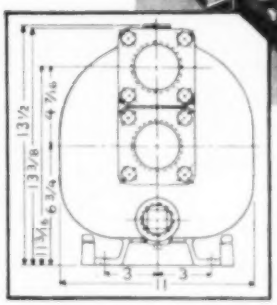
Foes of bill claimed passage would benefit chiefly a few large oil and gas producing companies. Sen. Gillette (D., Iowa) asserted that 33 of the large oil companies "hold in lease or in fee 62.5% of all acreage containing natural gas reserves."

The Iowa solon, a long time advocate of the oil divorcement legislation, further charged that the "petroleum industry is a monopoly" and that natural gas industry is "part and parcel of the petroleum industry, so it is a part of that monopoly." Also, he saw an "implied" threat by gas producers to withhold supplies in the field if FPC regulation is extended to production, gathering and field sales. Then he declared:

"Surely those who imply such a threat, who even hint at it, know that what they are asking for, in return, is legislation of a character so drastic as to make them yearn for the good old days when they had nothing to worry about but Federal Power Commission regulation of rates on the sale—just the sale of gas into interstate commerce—not the whole producing and gathering of the product.

"I wonder if possibly they are requesting the Congress to retaliate by removing the bounty placed on oil and gas production through repeal of the annual 27.5% depletion allowance on petroleum."

GORMAN-RUPP CENTRIFUGAL PUMPS



DIMENSIONS FOR GEAR DRIVEN MODELS FOR POWER TAKE-OFF

Gear Driven Models at 600 RPM

Model	Net Wgt.†	GPM*
GL-02	121 lbs.	106
GL-02½	125 lbs.	167
Engine Driven Models		
W-02	225 lbs.	165
W-02½	235 lbs.	177

*GPM at 20 pounds total head based on gasoline of .75 sp. gr.
†Weights are for Cast Iron.

GEAR DRIVEN FOR POWER TAKE-OFF

This new pump is self-priming. It meets the transporters' demand for increased pumping performance, — easy installation, — economy and trouble-free service.

Made in iron or aluminum, only 13½" high — 11" wide, this pump mounts in truck frame with plenty of under clearance. Parallel suction and discharge makes pump simple U in piping system.

Newly designed, — without check valve — this pump has the lowest cost of maintenance and many valuable safety features.

Write for Bulletin 9-OE-11

THE GORMAN-RUPP COMPANY
MANSFIELD, OHIO

Oil Markets

J. P. Meiler, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 50 West 50th St., New York (20), COLumbus 5-1695 Other OILGRAM News Bureaus: Cleveland (15), 1213 West 3rd St., CHerry 1-7672 • Chicago (3), 59 East Van Buren St., HArrison 7-5301 • Tulsa (3), 901 World Building, 2-7152 • Washington (4), 1046 National Press Building, NAtional 3437 • Houston (2), 320 First National Bank Bldg., ATwood 6412.

Indiana Standard Reduces 'Gas' T. W. 1c to 1.5c Gal.; Esso Cuts Heating Oil Prices in Amounts Up to 0.6c

The mid-March trend in products prices was downward. Standard Oil Co. (Indiana) made an eight-state reduction in its tank wagon prices for gasoline. In the East, Esso Standard Oil Co. reduced its prices for heating and Diesel oils in amounts ranging up to 0.6c per gal.

Indiana's reductions in gasoline prices, the sharpest postwar reduction to date in products' prices, caused wide repercussions in the trade. The general reduction of from 1 to 1.5c per gal. came at a time when many observers looked for some "improvement" in gasoline prices. Midwest suppliers watched with special interest their local tank car gasoline markets. They didn't know whether Standard's cuts at the tank wagon level had "discounted" tank car reductions to come, or reflected past declines.

Advice to NPN disclosed that the Indiana company made the following reductions in dealer and consumer tank wagon prices for gasoline, effective March 14:

Chicago, 1.5c per gal;

Illinois (except Chicago), Indiana, Iowa, Missouri and Nebraska, 1c per gal.;

Eastern Kansas, including Wichita, 0.7c;

Central and Northwest Kansas, 0.6c;

Southwest Kansas (13 counties), 0.5c;

Minneapolis area and Southern Minnesota, 1c;

Minnesota, from Minneapolis north, 0.5c (no changes in Duluth area);

Wisconsin, Green Bay and south, 1c;

Wisconsin, north of Green Bay, 0.5c.

No changes were reported in Standard's prices in North and South Dakota, Colorado, Montana, Wyoming and Michigan.

New Standard tank wagon prices (ex taxes) at following key points for regular gasoline were:

	Consumer	Dealer
Chicago	16c	14c
South Bend, Ind.	17	15.5
Des Moines, Ia.	15.9	14.4
St. Louis	15.7	14.2
Omaha, Neb.	16	14.5

The oil trade spent the rest of the week trying to analyze the move. The reduction in gasoline prices just before spring motoring demand reflected a condition of oversupply in the Midwest, some said. Other suppliers and jobbers pointed out that the competition of "cheap" recycled gasoline was an increasing competitive influence to be reckoned with by Midwest sellers. Jobbers buying in tank car lots said they were in the "squeeze" because there was no immediate reflection of the cutback in prices, FOB Group 3 basis, for tank car lots.

Meanwhile, some jobbers buying in tank car lots, but under contracts tied to local tank wagon prices, benefited temporarily by 0.5c increase in their margin. The reason that some buyers on this formula gained for the time being was that retail price declines were "spotty," some areas reflecting the full amount of the reduction at tank wagon and other areas reflecting none of it.

The reaction of one major oil supplier to the Indiana reduction was typical. This supplier said the cut was "not unexpected." He pointed out that gasoline prices, Group 3 basis, have declined 0.375c per gal. for regular-grade and 0.625c for premium since March 15, 1949, whereas, he said, aside from local reductions because of price wars, there has been no general cut in Midwestern gasoline prices in over a year.

On the other hand, it was pointed out that resellers in some cases were having trouble competing for the local markets at 9.5c, tank cars, Group 3 basis. One large jobber of a major company gasoline was highly critical of his present contract cost for gasoline based on the current 9.5c Group 3 quotation for regular-grade. This jobber said his cost price was "ridiculously high" when compared with present spot offerings of gasoline from Chicago for the same quality. Netting the Chicago offering price back to Group 3 basis, he said, "9.95 cost would be approximately 7.75c, but my supplier bills me on basis of 9.95c. Obviously the Group 3 price is out of line."

Meanwhile, jobbers throughout the Midwest who were buying in the open market, watched for developments at the tank car level to see if any change would come about in their current margins.

The spring timing of the Indiana cut in gasoline

OIL MARKETS

Summary of Daily Gasoline Prices (March 14 through March 20)

	Monday March 20	Friday March 17	Thursday March 16	Wednesday March 15	Tuesday March 14
Motor Gasoline 93 Oct. R (Premium):					
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11.7-13.175(1)	(1)11.7-13.175(1)	(1)11.7-13.175(1)	(1)11.7-13.175(1)	(1)11.7-13.175(1)
W.Tex. (For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
E. Tex. (Truck Tnsp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Cent. W. Tex. (Truck Tnsp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 88 Oct. R. (Premium):					
Oklahoma (Group 3)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)
Midwestern (Group 3 basis)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)
E. Tex. (Truck Tnsp.)	11(1)	11(1)	11(1)	11(1)	11(1)
Cent. W. Tex. (Truck Tnsp.)	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.25-10.75(1)	(1)10.25-10.75(1)	(1)10.25-10.75(1)	(1)10.25-10.75(1)	(1)10.25-10.75(1)
W.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)
E. Tex. (Truck Tnsp.)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)
Motor Gasoline 84 Oct. R (Regular):					
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)
W.Tex. (For shpt. to Tex.&N.M. dest'ns)	10.25(1)	10.25(1)	10.25(1)	10.25(1)	10.25(1)
E. Tex. (Truck Tnsp.)	10(1)	10(1)	10(1)	10(1)	10(1)
Cent. W. Tex. (Truck Tnsp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 82 Oct. R (Premium):					
Oklahoma (Group 3)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)
Midwestern (Group 3 basis)	(4)9.5-10.125(1)	(4)9.5-10.125(1)	(4)9.5-10.125(1)	(4)9.5-10.125(1)	(4)9.5-10.125(1)
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)
E. Tex. (Truck Tnsp.)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)
Cent. W. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(1)9.5-9.75(1)	(1)9.5-9.75(1)	(1)9.5-9.75(1)	(1)9.5-9.75(1)	(1)9.5-9.75(1)
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	10(1)	10(1)	10(1)	10(1)	10(1)
W.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)
E. Tex. (Truck Tnsp.)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)
Cent. W. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 60 Oct. M & below:					
Oklahoma (Group 3)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)
Midwestern (Group 3 basis)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)
N.Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)9.375-10.5(1)	(1)9.375-10.5(1)	(1)9.375-10.5(1)	(1)9.375-10.5(1)	(1)9.375-10.5(1)
W.Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)9.375-10(2)	(2)9.375-10(2)	(2)9.375-10(2)	(2)9.375-10(2)	(2)9.375-10(2)
E. Tex. (Truck Tnsp.)	(2)9.25-10.5(1)	(2)9.25-10.5(1)	(2)9.25-10.5(1)	(2)9.25-10.5(1)	(2)9.25-10.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 86 Oct. R (Premium):					
New York harbor	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)
New York harbor, barges	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)
Philadelphia	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)
Philadelphia, barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)
Baltimore	(1)11.6-13.7(1)	(1)11.6-13.7(1)	(1)11.6-13.7(1)	(1)11.6-13.7(1)	(1)11.6-13.7(1)
Baltimore, barges	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	----	----	----	----	----
New York harbor, barges	13.45(1)	13.45(1)	13.45(1)	13.45(1)	13.45(1)
Philadelphia	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)
Philadelphia, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Baltimore	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)
Baltimore, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Motor Gasoline 83 Oct. R (Regular):					
New York harbor	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)
New York harbor, barges	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)
Philadelphia	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)
Philadelphia, barges	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)
Baltimore	(2)10.6-12.2(2)	(2)10.6-12.2(2)	(2)10.6-12.2(2)	(2)10.6-12.2(2)	(2)10.6-12.2(2)
Baltimore, barges	(1)10.5-12(1)	(1)10.5-12(1)	(1)10.5-12(1)	(1)10.5-12(1)	(1)10.5-12(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	13.25(2)	13.25(2)	13.25(2)	13.25(2)	13.25(2)
83 Oct. R (Regular)	12(2)	12(2)	12(2)	12(2)	12(2)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)
83 Oct. R (Regular)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	13(2)	13(2)	13(2)	13(2)	13(2)
83 Oct. R (Regular)	12(1)	12(1)	12(1)	12(1)	12(1)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

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prices caused many in the trade to wonder if any change in crude oil prices was in the offing.

W. S. S. Rodgers, chairman, and Harry T. Klein, president of The Texas Co., summed up the question of products' prices in relation to the price of crude. In their annual report to stockholders, they said:

"At present the price of gasoline throughout the country is weak and there is considerable price cutting. Prices for middle distillates (mostly home heating oils) and heavy fuel oil have been steady during the high consuming winter season, but it is probable that they will decrease with the advent of warmer weather. If at any time gasoline prices also are depressed, there may be a reduction in the price of crude oil."

At Tampa, Fla., Standard Oil Co. (Kentucky) allowed a "voluntary discount" of 2.6c per gal. from its 12.5c tank wagon price for regular-grade gasoline. The company's net price on this basis was 9.9c per gal. A gasoline price war has been going on at Tampa for some time.

On the other hand, the price wars on gasoline in the Midwest, notably at Madison and Milwaukee, were said to have "cleared" considerably in the wake of Indiana's tank wagon reductions.

At Madison, Wis., where a cut of 1c per gal. to 15.4c (ex taxes) was made in the dealer tank wagon prices for regular grade, the price war of several months' standing was said to be "about dried up." Madison retail prices for major and Independent brands were reported 1.5c apart. Retail price for major brands of regular gasoline was 20.5c; private brands, 19c, all ex taxes.

An end to the troubled price situation at Milwaukee was seen when the Wadhams Division, Socony-Vacuum Oil Co., advanced its tank wagon price to

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 53 and the price tables appearing on pages 57-62 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price range, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range, is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 60, the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

dealers by 2.8c per gal. for regular and 3c for premium. While Standard continued to post a dealer price for Red Crown of 11.9c (ex taxes) at its bulk plants, Wadhams' price to dealers was 14.7c for regular and 15.4c for premium.

Wadhams' advance in dealer prices was followed by Clark's Super Gas Co.'s (division of Petco Corp.) increase in its retail price to 18.5c (ex taxes). Most Wadhams stations were reported selling regular at 19.4c and premium at 20.4c (ex taxes).

No improvement, however, was seen in the Minneapolis-St. Paul service station price war where Indiana Standard's cut in dealer tank wagon prices affected only the "normal" tank wagon prices and left the "subnormal" dealer price of 13.4c, effective March 7, unchanged.

Along the north portion of the Atlantic Seaboard, consumption of heating and residual oils nearly was equalling that of January. However, the season ahead was short. Shadings off posted prices for fuel oils, particularly No. 2, were common along the coast from Boston to Baltimore.

Esso Standard Oil Co. announced reductions in its posted prices for heating oils and Diesel oils at a number of points in its marketing territory, effective March 21. The company stated that the cuts are "to meet competitive conditions," adding that all voluntary discounts are being eliminated by the new posting.

At New York Harbor, Esso's No. 2 fuel prices were 7.7c, tank cars, and 7.6c barges. Previously, the company offered No. 2 fuel at New York at 8c, tank cars, less 0.2c "voluntary discount," and 7.9c, less 0.3c, for barge lots.

In most other areas of the nation, there were no major price developments. The Gulf cargo market was little affected by the reductions in gasoline prices throughout the Midwest. One major marketing in most states east of the Rockies said his gasoline position was "not long" at the Gulf or the East Coast, although he added that he had "enough" gasoline in the Midwest.

Trading in lubricating oils and wax was quiet, according to reports from Western Penna., New York and the Southwest.

Crude oil markets were unchanged.

GULF COAST

Buying Interest Shows Signs of Revival

A late-season flurry in No. 2 fuel demand, continued interest in heavy fuel, and the "beginnings" of spring gasoline demand, made for a more active week of trading than the Gulf has seen for some time.

Prices were generally unchanged, except for No. 2 fuel, and that product was offered at quotations ranging upward from 6.625c per gal., up 0.25c.

Gulf refiners generally looked on bunker "C" fuel oil as the most closely held product for near-term liftings. While gasoline still was offered freely, there were reports that some sellers were holding for prices well above current "lows" for forward shipment.

The flurry of No. 2 fuel buying continued, according to reports in the trade. Several East Coast buyers, caught with low stocks because of colder-than-normal weather, entered the No. 2 market for cargo quantities. About six cargoes were said to have been moved, mostly for early or immediate lifting.

While several refiners commented that gasoline demand has as yet to put in an appearance, others said they were receiving more active inquiries than previously. However, one major and one Independent refiner said they had turned down almost all inquiries for spot gasoline to date because, they declared, buyers were "bargain hunting." One Independent disclosed sale of several cargoes of regular-grade at "low *Oilgram*."

It was reported from several sources that the "quality" of gasoline inquiries was changing. Suppliers pointed out that buyers showed little interest in regular-grade that was less than 85-86 oct. Research, and buyers looking for premium gasoline asked for octanes ranging in some instances from 92 to 93 Research.

One supplier reported a buyer's request for cargo of 93 oct. Research premium gasoline. He added he had inquiry in hand for same quality gasoline for shipment over a period.

Traders generally said that reductions in gasoline prices in the Indiana Standard "territory" have had as yet little effect on prices at the Gulf.

ATLANTIC COAST

Esso Cuts No. 2 and Diesel Prices

Reductions by Esso Standard Oil Co. ranging from 0.3 to 0.9c per gal. in its tank car prices for No. 2 fuel and Diesel oil, effective March 21, proved the principal mid-March development in East Coast prices. Meanwhile, demand for light fuel oils, spurred by cold weather, appeared "stronger than expected" at this late date in the season.

Trading in kerosine, gasoline and heavy oils to other than regular customers was light.

Esso's new prices for No. 2 fuel at New York Harbor

NPN Gasoline Index

	Cents Per Gal. Dealer T. W.	Tank Car
March 20	14.70	10.86
Month Ago	14.83	10.86
Year Ago	14.93	11.08

Dealer index is an average of "unlivided" dealer prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

were 7.7c, tank cars, and 7.6c, barges. Previously, Esso had offered No. 2 fuel in tank cars at New York at 8c, less 0.2c "voluntary discount," and in barges at 7.9c, less 0.3c. Esso said that with the March 21 change all "voluntary discounts" were eliminated.

Other Esso No. 2 quotations along the seaboard were Albany 7.9c, down 0.9c; Baltimore 7.8c, down 0.4c; Boston and Providence 7.75c, down 0.65c; and Portland 7.9c, off 0.6c.

Esso's prices for Diesel oils were reduced in amounts ranging from 0.3 to 0.9c for shore plant deliveries at its East Coast terminals, and from 13 to 21c for ships' bunkers. The company's new prices for medium marine Diesel oils for ships' bunkers was $3.36 per bbl., down 17c, at New York, Baltimore, Charleston, Norfolk, Philadelphia and Wilmington.

There was a late-season "flurry" of demand for No. 2 fuel at New York Harbor. One major and one Independent at New York Harbor said they had received a marked increase in demand for lots of No. 2 fuel ranging from 15,000-25,000 bbls. It was said that many distributors had postponed cargo purchases, and because of low stocks had to buy barge lots to cover early needs.

Heavy fuel prices were regarded as "firm" by most sources. No. 6 fuel was described "in tight supply" in several New England districts. Quotations for barge lots of No. 6 fuel oil ranged upward from $1.90 per bbl. at most Middle Atlantic terminal points.

CHICAGO DISTRICT

'Wait-See' Attitude Slows 'Gas' Trading

Buying of gasoline in Chicago District was held to a minimum in a "wait and see" attitude following Standard Oil Co.'s (Indiana) cut in tank wagon prices of 1.5c to dealers and consumers, effective March 14. While some slight shading of gasoline prices was disclosed several trade sources said present range lows for Chicago District "favored the buyer."

Range oil and heavy fuels remained tight at refineries and water terminals. No. 5 fuel from Wyoming was said to be entering Chicago in substantial quantities. Inventories of No. 2 fuel were described as "about right" for this time of year.

Prices were unchanged for all products.

CENTRAL MICHIGAN

Gasoline Prices Are Off 0.25c

Two grades of gasoline ranged lower in Central Michigan in the week ended March 18 when a single refiner reported both upward and downward "adjustments" in his prices. His changes also lowered the range high for one grade of fuel oil and raised the high for two others.

This refiner's reduction in gasoline prices, however, did not reflect a general state of oversupply of the product at plants in the area. At other refineries, inventories mostly were described as "too low" to be "adequate for spring demand."

All grades of fuel—light and heavy—were short of meeting requirements, and a few refiners who had made "outside" purchases, said they merely were "trading dollars" in keeping jobbers fully supplied.

Product prices affected by refiner's change were: Premium-grade 82 Research gasoline and 80 Research regular grade, both down 0.25c on the lows ranging from 12.5 to 13c and 11.75 to 12.75c, respectively. Range of prices for No. 2 fuel narrowed with a drop of 0.35c on the high side to range from 10 to 10.75c. UGI gas oil was up 0.5c on the high and ranged from 8 to 10c, while No. 5 fuel was up 0.3c on the high and ranged from 6.75 to 8c. All prices quoted FOB Central Michigan refineries.

MIDWESTERN (Chicago-E. St. Louis Area)

Cold Weather Keeps Fuel Oil Demand Up

Persistent cold weather in North Central states supported a strong late-season demand for light grades of fuel with refiners augmenting pipe line shipments with tank cars. Demand for heavy fuels continued to pace production, and reports were common of "premiums" up to 20c per bbl. being offered.

Although many industry sources saw no relationship between the cut in tank wagon prices by Standard Oil Co. (Indiana) on March 14 and Group 3 tank car prices, still orders to meet spring gasoline requirements were disclosed as "slow." On the other hand, refiners said demand for gasoline at pipe line terminals was "about normal." Midwest refiners disclosed no changes in their Group 3 prices.

Some open market trading was revealed with range oil selling at 8.25c and No. 2 fuel at 7.625c, Group 3. Midwest refiners' quotations ranged from 8.25 to 8.6c for range oil and from 7.5 to 8c, Group 3, for No. 2 fuel. Chicago tank car marketers generally said both No. 2 fuel and range oil were in slack demand.

MID-CONTINENT

Trading Quiet, Gasoline Sales Increase

Trading was extremely quiet in most Mid-Continent districts the past week. Prices were unchanged, except in one instance, when a refiner lowered his No. 2 fuel oil quotation. Demand for distillate and residual fuels was described by some sources as "weakening," while others maintained that it still was "very strong." Gasoline sales were said to be "continually increasing" by most sources.

While a large percentage of refiners reported a decrease in the number of open market inquiries for light and heavy fuels, others said they still were "too heavy for our low inventories." Regular-customers continued to take majority of fuels being produced, it was said, and there was little to offer in open market.

Meanwhile, buyers continued to offer "premiums" for No. 6 fuel, refiners stated. One Oklahoma refiner said a buyer offered to pay him "20 to 25c per bbl. over the market." Another refiner reported an inquiry of 50 cars of No. 6, with buyer willing to pay $1.60 per bbl. However, no open market sales were disclosed during entire week.

A North Texas refiner lowered his No. 2 fuel price 0.25c per gal., to 6.5c, making new range in that area 6.25 to 6.5c per gal. This was the first decline in either distillate or residual fuels reported by refiners in several weeks. Refiner said reason for his reduction was "a weakening interest" being shown for burning oils.

Tractor fuel was described as "moving very good" by an Arkansas refiner, as "farming weather" spread over most of the Mid-Continent districts. This also accounted for upward trend in gasoline sales, refiners said, with majority describing their gasoline inventories as "in good shape for this time of year."

An Oklahoma broker reported several instances where coal-burning industries had cut off their heavy fuel orders.

OIL MARKETS

Crude Oil Prices

No changes in crude oil prices reported in week ended March 18. For complete crude price schedules, see Feb. 22 NPN, P. 69-70.

WESTERN PENNA.

Branded Lube Oil Sales Active, Bulk Quiet

Sales of branded lubricating oils were described as "good" last week. Bulk oil demand, however, continued weak from lack of substantial jobber activity. Movement of gasoline and fuel oils continued heavy with both products hard to find for spot purchase. Demand for wax and petrolatum also was strong. No changes in price quotations for any product were reported.

Although one refiner reported increasing jobber demand, with shipment of 5,000 bbls. of neutral oil over last two weeks, most others stated that there was "no real evidence as yet" of spring demand for motor oils. Several refiners reported "moderate" domestic inquiry for cylinder stocks. Branded oil sales were generally described as "good", one refiner commenting that he had backlog of orders. Bright stock and 200 vis. neutral, 25 pour, remained generally quoted at 17c. Bright stock was obtainable at shaded prices in some instances, trade sources said.

Sale of about 650 drums of several grades of cylinder stock for export was reported. Foreign buyers were said to be seeking 21,000 bbls. of 25 pour bright stock for April shipment.

Demand for scale wax was strong and their production was sold for a month in advance, some refiners said. Scale was offered for immediate shipment in some instances, however, trade sources stated. Refiners of petrolatum also reported strong demand. One received foreign order for 300 tons of amber grade.

'Gas' Stocks Continue to Set Record

Gasoline stocks climbed over a million barrels during the week ended March 11 to set a fifth consecutive record. The new high of 135,284,000 bbls. was an increase of 1,076,000 bbls. over the preceding week, according to API report on refinery operations. Stocks of all other major products were down. Gas oil and distillate fuel inventories showed drop of 5,095,000 bbls.

Production of gasoline declined 99,000 bbls. to 17,608,000 bbls., but crude runs to stills were virtually unchanged. Crude and condensate production averaged 4,826,000 b/d, off 82,300 bbls. from the previous week.

Refining Operations Summary
(U. S. totals—B. of M. basis)

Production	Week Ended March 11	Week Ended March 4	Increase or Decrease
	(thousands of bbls.)		
Crude runs—daily avg.	5,314	5,316	— 2
Foreign crude included	478	483	— 5
Percent operated	86.8	86.8	.....
Gasoline	17,608	17,707	— 99
Kerosine	2,429	2,184	+ 245
Gas oil & dist. fuel	6,250	7,048	—798
Residual fuel oil	8,210	8,140	+ 70
Stocks			
Finished & unfinished gasoline	135,284	134,208	+1,076
Kerosine	14,407	15,466	—1,059
Gas oil & dist. fuel	46,575	51,670	—5,095
Residual fuel oil	44,544	46,086	—1,542

(See p. 64-65 for complete statistical data).

In terms of days' supply, all principal petroleum products except gasoline were shown to be lower during week ended March 11 than in comparable week of 1949. Figures, with 1949 comparative on a new basis (see footnote at end of table), follow:

Days' Supply of Principal Petroleum Products

Product	Week Ended 3-12-49	Week Ended 3-11-50
Finished & unfinished gasoline	59	60
Kerosine	50	55
Gas oil and distillate fuel	43	34
Residual fuel oil	30	29

These are NPN calculations. For 1950 week shown in table, U. S. total stocks figures (API) were translated into terms of days' supply on basis of Bureau of Mines demand forecast for first quarter of 1950. For 1949 week shown, year ago API stocks figures have been divided by b/d average of actual demand reported by Bureau of Mines for January, February and March 1949.

Natural Gasoline Price Index Steadies

NPN News Bureau

WASHINGTON — Price index for natural gasoline showed no change during week ended March 14, according to Bureau of Labor Statistics. Until March 7, index had dropped almost 35% below Feb. 14 reading.

Bureau's complete index is shown below for comparative weeks ended on dates specified (1947 equals 100):

Commodity	March 14 1950	March 7 1950	March 15 1949	% Change March 7, 1950 to March 14, 1950
Crude and products	111.3	111.5	116.2	.....
Crude	132.5	132.5	133.7	.....
Refined products	107.8	107.4	113.9	—0.1
Gasoline	117.8	117.8	122.8	.....
Kerosine	118.9	118.9	126.8	.....
Distillate fuels	117.8	119.2	125.1	—1.2
Residual fuels	84.3	83.2	87.5	+1.0
Lubricating oils	57.7	57.7	59.8	.....
Natural gasoline	63.9	63.9	82.1	.....

While not on comparable basis with above oil index, bureau's index for all commodities (about 900 using 1926 as base year) was down 0.1% at 151.9.

Petroleum Shipments by Barges via Mississippi River and Tributaries

(Prepared by Oil and Gas Division of Interior Department)
(See p. 47 for details of reporting methods)

January, 1950

(Figures in barrels)

	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lubes	Misc. Prod.	Total
From TEXAS to:									
DIST. 1		1,292				139,517	31,025	9,031	171,865
DIST. 2		592,782	104,763	481,250	50,868				940,673
Ind., Ill., Ky., etc.		293,952	48,151	378,250	50,868				771,226
Mo., Iowa, etc.		9,480	56,612	102,993					169,447
MISS. RIVER DIST. 3		113,561	11,825		1,620				127,106
From LOUISIANA to:									
DIST. 1		45,302			8,588	148,178	7,185		208,153
DIST. 2	330,847	998,182	325,656	139,979	98,151	46,318	6,047		1,802,181
East Ohio						7,877			7,877
Ind., Ill., Ky., etc.	330,847	814,121	275,234	101,185	98,151	38,441	6,047		1,667,026
Mo., Iowa, etc.		94,082	50,422	32,794					177,278
MISS. RIVER DIST. 3		182,808	43,005		12,113				229,924
From ARK.-MISS. to:									
DIST. 2	404,702	889,923	114,965	65,121	1,902				1,476,613
Ind., Ill., Ky., etc.	404,702	780,821	98,250	58,720	1,902				1,344,375
Mo., Iowa, etc.		88,102	16,715	6,401					111,238
DIST. 3		17,644							17,644
TOTAL RIVER BARGES	735,549	2,443,103	601,214	683,350	171,242	325,013	44,557	9,031	5,013,059

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT MARCH 20

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

For complete price service delivered daily from nearest *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd St., Cleveland (13), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

OKLAHOMA (Group 3)

88 Oct. R Prem.	(1)10.25-11.375(1)
86 Oct. R Prem.	(1)10.25-10.75(1)
82 Oct. R Reg.	(3)9.5-10.125(1)
80 Oct. R Reg.	(1)9.5-9.75(1)
60 Oct. M & below	(1)8.5-9.5(1)

MIDWESTERN (Group 3 basis)

88 Oct. R Prem.	(1)10.25-11.375(1)
82 Oct. R Reg.	(4)9.5-10.125(1)
60 Oct. M & below	(1)8.5-9.5(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	(1)11.7-13.175(1)
88 Oct. R Prem.	(1)11-12.75(1)
84 Oct. R Reg.	(2)10.75-11.175(1)
82 Oct. R Reg.	(1)10-10.75(1)
80 Oct. R Reg.	10(1)
60 Oct. M & below	(1)9.375-10.3(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12(1)
86 Oct. R Prem.	(1)11-11.75(1)
84 Oct. R Reg.	10.25(1)
80 Oct. R Reg.	(1)10-10.75(1)
60 Oct. M & below	(2)9.375-10(2)

E. TEX. (Truck tnspt.)

93 Oct. R Prem.	11.25(1)
88 Oct. R Prem.	11(1)
86 Oct. R Prem.	(1)11-12.75(1)
84 Oct. R Reg.	10(1)
82 Oct. R Reg.	(1)10-10.75(2)
80 Oct. R Reg.	(1)10-11(1)
60 Oct. M & below	(2)9.25-10.5(1)

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	11.5(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	10.5(1)
80 Oct. R Reg.	10.5(1)
60 Oct. M & below	(1)9.5-10.4(1)

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	10.875(1)
80 Oct. R Reg.	9.875(1)
60 Oct. M & below	8.75(1)

KANSAS (For Kansas destinations only)

88 Oct. R Prem.	(1)10.8-10.9(1)
86 Oct. R Prem.	(1)10.8-12(1)
82 Oct. R Reg.	(1)9.8-9.9(1)
80 Oct. R Reg.	(1)9.8-11(1)
60 Oct. M & below	(1)9-10.1875(1)

WESTERN PENNA.

Bradford-Warren:

86 Oct. R Prem.	13.25(2)
83 Oct. R Reg.	12(2)

Oil City:

86 Oct. R Prem.	(1)12.5-13(2)
83 Oct. R Reg.	(1)11.5-12.1(1)

Pittsburgh:

86 Oct. R Prem.	13(2)
83 Oct. R Reg.	12(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

82 Oct. R Prem.	x(1)12.5-13(1)
86 Oct. R Prem.	(1)13.25-13.75(2)
76 Oct. R Reg.	(2)11.75-12.5(1)
60 Oct. R Reg.	x(1)11.75-12.75(1)
Str. run gasoline, excl. Detroit shpt.	(1)9.75-11.625(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	12.5

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	(1)12.75-18.1(1)
74-76 Oct. M Reg.	(1)11.6-13.6(2)
San Fran. dist.:	
80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)
San Joaquin Valley:	
80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70°

F. 200 Vis. (180 at 100°) 420-425 ff.	
0 p.t.	(1)20.5-21.5(1)
10 p.t.	(1)19.5-20.5(1)
15 p.t.	(1)18.5-19.5(1)
25 p.t.	(1)17-18(1)
150 Vis. (143 at 100°) 400-405 ff.	
0 p.t.	(1)18.5-19.5(1)
10 p.t.	(1)17.5-18.5(1)
15 p.t.	(1)16.5-17.5(1)
25 p.t.	(5)15-16(1)
Bright Stock, 145-155 vis. at 210°, 540-550 ff., No. 8 col.	
10 p.t.	(1)19.5-20.5(1)
15 p.t.	(1)18.5-19.5(1)
25 p.t.	17

CYLINDER STOCKS:

600 S.R. Sliterb'l.	(3)11-12.5(2)
500 S.R.	(3)12-13.5(2)
600 ff.	(3)14-18(1)
630 ff.	16(4)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	(1)10-11(1)
86-110 vis.	2	(1)10.5-11.25(1)
150 vis.	3	(1)10.75-12(1)
180 vis.	3	(1)11.5-12.5(1)
200 vis.	3	(1)11.5-12.5(1)
250 vis.	3	(1)13-14(1)
280 vis.	3	(2)13-14(1)
300 vis.	3	13.5(2)

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	21(1)
150-160 vis. D:	
0-10 p.p.	17(3)
10-25 p.p.	(1)16.5-17(1)
120 vis. D:	
0-10 p.p.	(1)16-16.5(2)

Bright Stock—Solvent

150-160 vis. 0-10 p.p., 95 v.i.	(1)19-20.5(1)

Neutral Oils—Solvent

170-180 vis., 88 v.i.	(1)12.5-13.5(1)
200-210 vis., 90-95 v.i.	(1)13.5-14.5(1)
300 vis., 95 v.i.	15.5(1)
600 s.r. olive green	(1)13-16(1)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	9.5(5)
200	No. 2-3	10.5(5)
300	No. 2-3	11.25(5)
500	No. 2½-3½	12(5)
750	No. 3-4	12.75(5)
1200	No. 3-4	(4)13.5-14(1)
2000	No. 4	(1)14-14.5(5)

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PITTSBURGH 1, PA.

ESTABLISHED 1880

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100% PURE PENNA.
NEUTRALS
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PROTECTS AGAINST 3 KINDS OF GAS SPILLAGE

VENTALARM
WHISTLING TANK FILL SIGNAL

In 1950—Factory equipped on over 1,000,000 Passenger Cars.

SCULLY SIGNAL COMPANY
79 First St., Cambridge 41, Mass.

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MARCH 20

(SOUTH TEXAS Cont'd.)

RED OILS:

100	No. 5-6	9.5(4)
200	No. 5-6	10.5(5)
300	No. 5-6	11.25(5)
500	No. 5-6	12(5)
750	No. 5-6	12.75(5)
1200	No. 5-6	(4)13.5–14(1)
2000	No. 5-6	(1)14–14.5(5)

MOHAWK REFINING CORPORATION
402 FRELINGHUYSEN AVENUE, NEWARK 5, NEW JERSEY
Refiners and Compounders of Oils
● AUTOMOTIVE ● MARINE
● TRUCK & BUS ● HYDRAULIC PRESS
● DIESEL ● INDUSTRIAL
Bigelow 3-3875

CRAUN TRANSPORTATION, INC.
BETTSVILLE, OHIO ● PHONE: 2461
Contract Carrier for Petroleum Products in Ohio & Michigan

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WRITE FOR SPACE RATES
NATIONAL PETROLEUM NEWS
1213 West Third St.
Cleveland 13, Ohio

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(4)8.5–9(1)
42-44 w.w.	(4)8.5–9.125(1)
Range oil	(1)8.25–8.75(1)
58 & above D.I. diesel	(3)8.25–8.75(1)
No. 1 p.w.	(5)8.25–8.625(1)
No. 1 straw	(5)8.25–8.625(1)
No. 2 straw	(5)7.625–8.5(1)
No. 3	(1)7.25–7.5(1)
No. 6	(2)$1.45–1.70(1)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(1)8.5–9(1)
42-44 w.w.	(4)8.5–9.125(1)
Range oil	(1)8.25–8.6(1)
58 & above D.I. diesel	(2)8.25–9(1)
No. 1 p.w.	(4)8.25–8.5(2)
No. 2 straw	(1)7.5–8(1)
No. 6	(1)$1.45–1.50(3)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(1)8.5–9.6(1)
42-44 w.w.	(1)8.75–9(1)
58 D.I.	(2)8.25–9.8(1)
No. 2 straw	(1)8.25–8.5(1)x
No. 6 fuel	$1.45(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	
42-44 w.w.	10.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(1)8.5–9.25(1)
No. 6 fuel	(1)$1.50–1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.6–9.25(2)
42-44 w.w.	(1)8.6–9.5(1)
58 & above D.I. diesel	(1)8–9(1)
No. 2 fuel	(1)8–9.25(1)
No. 6	(1)$1.45–1.70(1)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9–9.5(1)
58 & above D.I. diesel	(1)8.75–9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	9(1)
No. 5 fuel	$2.00(1)
No. 6 fuel	(1)$1.35–2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	(1)8.7–9.875(1)
58 & above Diesel	(2)8.875–9.5(1)
No. 1 fuel	(1)8.5–9.625(1)
No. 2 fuel	(1)7.875–9.375(1)
No. 4 fuel	$2.77(1)
No. 5 fuel	(1)$2.00–2.27(1)
No. 6 fuel	(4)$1.50–1.77(1)

ARK. (For shipment to Ark. and La.)

42-44 w.w.	8.625(1)
Tractor fuel	8.875(1)
Diesel fuel 52 & below	8.125(1)
Diesel fuel 58 & above	8.5(1)
No. 2 fuel	7.75(1)
No. 3 fuel	7.375(1)
No. 4 fuel	$2.15(1)
No. 5 fuel	$1.95(1)
No. 6 fuel	$1.80(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	(1)9.5–10(1)
No. 1 fuel	
No. 2 fuel	(2)9.25–9.5(1)
No. 3 fuel	(1)9–9.25(1)
36-40 gravity	(1)9–9.25(1)

Oil City:

Kerosine	(3)10–10.25(1)
No. 1 fuel	9.5(2)
No. 2 fuel	(2)9–9.5(2)
No. 3 fuel	9(2)
36-40 fuel	9(3)

Pittsburgh:

Kerosine	10(3)
No. 1 fuel	9.5(1)
No. 2 fuel	(1)9–9.5(1)
No. 3 fuel	9(1)
36-40 fuel	9(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(2)11–11.8(1)
46-49 w.w. kero.	(1)11.05–11.8(1)
P.W. distillate	(1)10.75–11.5(1)
No. 2 light straw	(1)10–10.75(1)x
No. 3 straw	(2)10–10.75(1)
U.G.I. gas oil	(1)8–10(1)x
No. 5 fuel	(1)6.75–8(1)x
No. 6 fuel	(4)6.5–7.5(2)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	(1)12.6–15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10–11.5(1)
Stove dist. (PS 100)	(1)11.5–13.3(1)

Los Angeles:

40-43 w.w.	(1)12.1–15.1(2)
Heavy fuel (PS 400)	(1)$1.25–1.50(2)
Light fuel (PS 300)	(1)$1.65–2.05(3)
Diesel fuel (PS 200)	(1)8.1–11(2)
Stove dist. (PS 100)	(1)9–12.5(2)

San Francisco:

40-43 w.w.	(1)12.6–15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10–11.5(1)
Stove dist. (PS 100)	(1)11.5–13.3(1)

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70	4(Sales)

FOB BRECKENRIDGE

Grade 26-70	3.5–3.75x(Quotes)

HARTOL
PETROLEUM CORPORATION
INDEPENDENT MARKETERS
Maine to South Carolina
630 FIFTH AVENUE, NEW YORK 20, N. Y.

Marketer of Petroleum Products
NEW ENGLAND PETROLEUM CORPORATION
New York Boston

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MARCH 20

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

86 Oct. R Prem.	(1)12.1-12.5(3)
80 Oct. R Reg.	(2)11.25-11.75(1)

Light Fuel Oils

Range oil	(1)10.25-10.9(1)
No. 2 Fuel	(2)9.25-10.125(1)

Heavy Fuel Oils

No. 5, low sulfur	(2)7.5-7.58(1)
No. 5, high sulfur	(1)7.45-7.58(1)
No. 6, low sulfur	----
No. 6, high sulfur	(1)6.35-6.75(1)

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	(3)3.5-3.75(3)
124-126 A.m.p.	(2)3.5-3.75(3)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls.; fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 wh.	----	4.75(2)	4.75(2)

Fully Refined:

123-5	----	6.35(2)	----
125-7	----	6.35(3)	(1)7.05-7.2(1)
128-30	----	6.35(3)	(1)7.05-7.2(1)
130-32	----	6.40(1)	7.15(1)
133-5	----	6.45(3)	(1)7.15-7.3(1)
135-7	----	6.6(2)	7.45(1)
138-40	----	7.05(3)	(1)7.75-7.9(1)
143-5	----	7.3(2)	(1)8-8.15(1)
149-51	----	10.05(1)	11.3(1)

NAPHTHAS AND SOLVENTS

(FOB Group 3):

Stoddard solvent	(2)10.375-10.625(1)
Cleaners naphtha	10.875(4)
V.M.&P. naphtha	(4)10.875-11.125(1)
Mineral Spirits	9.875(5)
Rubber solvent	(1)10.375-10.875(3)
Lacquer diluent	(2)11.125-11.375(2)
Benzol diluent	12.125(3)

WESTERN PENNA.

Oil City:

Stoddard solvent	12.25(1)

Pittsburgh:

Unreated naphtha	12.75(1)
Stoddard solvent	(1)12.25-12(1)

OHIO (Quotations of S.O. Ohio for delivery to Ohio points):

VM&P Naphtha	13.0
Mineral Spirits & Stoddard Solvent	13.0
Rubber Solvent	13.125

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	(1)10-10.75(1)

CENT. W. TEX. (Truck Transpt.)

Stoddard Solvent	10.25(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.375(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	15(4)	14(5)
Philadelphia	15(4)	(4)13-14(1)
Baltimore	----	13.5(3)
Boston	15.5(4)	14.5(3)
Providence	15.5(4)	14.5(3)

ATLANTIC & GULF COASTS

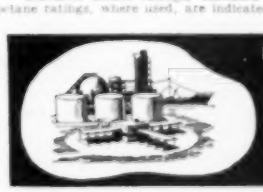
Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	86 Oct. R Prem. Gasoline	80 Oct. R Prem. Gasoline	70 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine No. 1 Fuel
N. Y. Harbor	(1)12-14.2(1)	----	----	(1)10.75-12.7(1)	(3)8.9-9.2(12)
do barges	(3)11.7-14.1(1)	13.45(1)	----	(1)10.5-11.5(1)	(2)8.8-9.1(12)
Albany	(1)13.95-14.3(1)	(1)13.95-14.2(1)	----	12.7(7)	(1)9.5-9.8(8)
Baltimore	(1)11.6-13.7(1)	(2)12.35-13.7(1)	----	(2)10.6-12.2(2)	9.3(10)
do barges	11.5(1)	13.25(1)	----	(1)10.5-12(1)	9.2(4)
Baton Rouge	11.6(1)	----	10.6(1)	----	9.2(1)
do barges	11.6(1)	----	10.6(1)	----	----
Boston	(1)12.2-14(2)	(1)13.75-14.5(1)	----	(1)11.2-12.5(8)	(1)8.95-9.5(10)
Charleston	(1)12.4-13.475(1)	13.45(1)	----	(1)11.4-11.75(1)	9.4(5)
Corpus Christi	12(1)	13(1)	----	11(2)	----
Houston	11.75(1)	(1)13.15-13.3(1)	----	(1)10.75-11.3(1)	(1)9.25-10.25(1)
do barges	(1)11.5-12(1)	(1)12-13.3(1)	----	(1)10.75-11.3(1)	(1)8.25-9.25(1)
Jacksonville	(1)12.6-12.8(4)	12.8(1)	----	(1)11.6-11.8(8)	10(11)
Miami	12.8(4)	----	----	11.8(4)	10(3)
Mobile	12.6(2)	12.6(1)	----	11.6(3)	9.8(4)
New Haven	(1)14-14.2(1)	14(1)	----	12.5(3)	(7)9.3-9.4(1)
New Orleans	(1)11.5-11.8(1)	----	10.8(1)	(1)10.75-10.8(1)	(1)9.45-9.5(4)
do barges	(1)11.5-11.8(1)	----	10.8(1)	(1)10.75-10.8(1)	8.95(1)
Norfolk	(1)12.1-12.3(1)	13.5(1)	----	(1)11.1-11.5(1)	(2)9.5-9.6(1)
Pensacola	12.6(1)	----	----	11.6(1)	9.8(2)
Philadelphia	(1)13.2-13.25(1)	(2)13.35-14.3(1)	----	(2)12.1-12.8(2)	(8)8.9-9.3(2)
do barges	(1)13.1-13.25(1)	13.25(1)	----	(1)12-12.1(1)	(7)8.8-9.2(1)
Port Everglades	12.8(4)	12.8(1)	----	11.8(6)	10(6)
Portland	(1)13.75-13.8(2)	(1)13.75-13.8(1)	----	(3)12.3-12.5(1)	9.6(8)
Providence	(1)13.75-14(2)	(1)13.75-14(1)	----	12.5(5)	(1)8.95-9.5(6)
Savannah	12.8(4)	12.8(1)	----	11.8(7)	10(9)
Tampa	(4)12.6-13.1(1)	12.6(1)	----	(5)11.6-12.1(2)	9.8(7)
Wilmington, N. C.	(2)12.05-13.45(1)	13.45(1)	----	(2)11.05-11.45(2)	9.5(7)

	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (9-10 p.f.)	No. 5 Fuel (15-60 p.f.)	Diesel Oil Shore Plants (50 cet., 55 d.f.)
N.Y. Harbor	(3)7.8-8(13)	(1)8.15-8.5(1)	(10)2.48-2.60(1)	$2.25(1)	(5)8.4-8.5(1)
do barges	(4)7.4-7.9(12)	8.4(1)	(10)2.45-2.55(1)	2.22(1)	----
Albany	(1)8.3-8.8(7)	9.3(1)	3.04(1)	----	9.2(3)
Baltimore	(1)7.8-8.2(8)	8.2(1)	2.48(1)	2.25(1)	(1)8.5-8.6(5)
do barges	(1)7.7-8.1(3)	----	2.45(1)	2.22(1)	----
Baton Rouge	7.9(1)	8.3(1)	----	1.96(1)	8.3(1)
do barges	7.9(1)	----	----	1.93(1)	----
Boston	(1)7.85-8.4(11)	9.3(1)	2.59(1)	2.39(6)	(5)8.8-8.9(1)
Charleston	8.6(2)	----	----	2.25(2)	8.7(2)
Houston	(2)8.25-8.5(1)	----	----	----	(1)7.2-8.5(1)
do barges	(1)7-7.25(1)	----	2.25(1)	----	----
Jacksonville	9.1(6)	----	----	----	9.1(6)
Miami	9.1(4)	----	----	----	9.1(2)
Mobile	9(2)	----	----	----	9(1)
New Haven	(1)7.8-8.1(7)	----	----	----	(2)8.5-8.8(1)
New Orleans	(1)8-8.2(3)	----	----	----	(1)8.2-8.6(2)
do barges	(1)7.75-8.2(1)	----	----	----	----
Norfolk	(4)8.6-8.8(1)	9(1)	----	2.25(2)	9(3)
Pensacola	9(1)	----	----	----	9(1)
Philadelphia	(8)7.8-8.2(2)	8.3(1)	2.60(2)	2.48(5)	8.2(6)
do barges	(7)7.7-8.1(1)	----	----	----	----
Port Everglades	9.1(4)	----	----	----	9.1(3)
Portland	8.2(8)	8.5(1)	----	----	(1)8.8-8.9(2)
Providence	(1)7.55-8.4(7)	8.5(1)	(1)2.585-2.685(1)	2.585(2)	8.8(3)
Savannah	9.1(6)	----	----	2.42(1)	9.1(5)
Tampa	9(5)	----	----	----	9(6)
Wilmington, N. C.	8.6(7)	8.6(1)	----	----	8.7(2)

	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 45 d.f.)
N.Y. Harbor	(10)$1.90-2.00(1)	$1.90(13)	$1.90(11)	$3.28(3)	$3.53(5)
Albany	2.20(1)	----	----	----	----
Baltimore	1.93(5)	1.90(3)	1.90(3)	3.28(1)	3.53(4)
Baton Rouge	1.63(1)	1.60(1)	1.60(2)	3.10(1)	3.35(1)
Boston	1.95(7)	1.95(6)	1.95(4)	----	3.61(3)
Charleston	1.88(2)	1.85(3)	1.85(3)	----	3.53(2)
Corpus Christi	1.65(1)	1.60(1)	(2)1.60-1.75(1)	3.15(1)	----
Houston	(2)1.60-1.65(1)	(5)1.60-1.75(2)	(8)1.60-1.75(2)	3.10(5)	(5)3.35-3.36(1)
Jacksonville	1.87(6)	1.84(6)k	1.84(6)k	----	3.822(4)
Miami	1.83(1)	1.80(2)	1.80(3)	----	3.822(1)
Mobile	1.73(1)	1.70(1)	1.70(1)	----	----
New Haven	1.95(2)	1.90(1)	1.90(1)	----	----
New Orleans	1.63(3)	1.60(3)	1.60(4)	3.10(2)	3.35(3)
Norfolk	1.93(3)	1.90(4)	1.90(4)	----	3.53(3)
Pensacola	----	1.85(1)	1.85(1)	----	----
Philadelphia	1.93(7)	1.90(7)	1.90(8)	3.28(2)	3.53(5)
Pt. Everglades	1.83(2)	1.80(2)	1.80(3)	----	3.822(2)
Portland	1.98(2)	1.95(1)	1.95(1)	----	3.65(1)
Providence	1.925(5)	1.925(2)	1.925(3)	----	(1)3.57-3.61(1)
Savannah	1.88(4)	1.85(4)	1.85(5)	----	(1)3.82-3.822(2)
Tampa	1.77(5)	1.74(5)	1.74(5)	----	3.78(4)
Wilmington, N. C.	----	----	----	----	3.53(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".



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Tel. WOrth 4-6485
ENGINEERING SERVICE TO THE PETROLEUM INDUSTRY

OIL PRICE SECTION

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MARCH 20

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(3)-16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)-15.25(1)
Grade 80 (AN-F-48)	14.25(1)
Motor Gasoline Leaded	
86 Oct. R (Premium)	9.625(1)-9.75(1)-11(1)-11.25(1)
90 Oct. R (Premium)	10.375(1)-11(1)-11.5(2)-12(1)
79 Oct. R (Regular)	9(1)-9.25(1)-10(2)
83 Oct. R (Regular)	9.375(1)-9.5(1)-9.75(1)-10(2)-10.5(2)
70-72 Oct. M	8.625(1)-9(2)-9.25(2)
Kerosine & Light Fuels	
41-43 kerosine	8(2)-8.5(2)-9(2)
No. 2 Fuel	8(6.625(1)-6.75(2)-7(3)-7.25(1)-7.5(1)-8(1)
Diesel & Gas Oils	
43-47 Diesel index	6.875(1)-7.125(1)-7.25(1)
48-52 Diesel index	7(1)-7.25(1)-7.375(1)-7.5(1)
53-57 Diesel index	7.125(1)-7.375(1)-7.5(1)
Heavy Fuels	
No. 5 Fuel, 0-10 p.t.	$2.25(3)-$2.35(1)
Bunker C Fuel	$1.50(2)-$1.65(3)-$1.75(1)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets AN-F-32.)

	Aviation Gasoline				
District	Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel(JP-1-2)
New York, N. Y.	....	18.1(2)	(1)16.6-16.7(1)	(1)15.7-15.85(1)	....
Boston, Mass.	....	18.2(1)	16.7(1)	15.95(1)	....
Portland, Me.	....	....	....	17.8(1)	....
Phila., Pa.	....	....	....	....	....
Baltimore, Md.	....	18.1(1)	16.6(1)	15.85(1)	....
Norfolk, Va.	....	18.1(1)	16.6(1)	15.85(1)	....
Charleston, S. C.	....	18(1)	16.5(1)	15.75(1)	....
New Orleans, La. (Baton Rouge)	....	17(1)	15.5(1)	14.75(1)	....
Houston, Tex.	18.75(1)	17(2)	15.5(2)	14.75(2)	9.6(1)

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland	Detroit	Toledo
78-80 Oct. M (Prem.)	15(2)	.....	.....	.....
74-76 Oct. M (Reg.)	13.5(2)	.....	.....	.....
Kerosine	11.1(2)	.....	.....	10.75(1)
Diesel Fuel	10.4(2)	.....	10.15(2)	9.25(1)
No. 1 Fuel	.....	.....	10.9(2)	10.35(2)
No. 2 Fuel	9.9(2)	.....	10.15(2)	9.1(2)
No. 5 Fuel	.....	8.7(1)	7.35(2)	(1)7.25-7.75(2)
No. 6 Fuel	7.7(2)	8.35(1)	7.1(2)	(1)7-7.5(2)

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Dietze Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5.

			LAST PAID	OWNERS ASK	Scheduled Rates 6/30/48
Gulf	New York	(Clean)	$ 2.07	$ 2.00/2.07	$ 2.85
		(Dirty)	1.85	1.85/2.00	2.85
NWI	U.K.-Continent		4.26	4.00	8.55
Ras Tanura	U.K.-Continent		7.25	6.27/7.00	10.90
Ras Tanura	USNH		7.30	7.30/8.26	12.70
Los Angeles	USNH		4.26	5.04	7.75

UNITED STATES FLAG

VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
3/10 Baltimore Trader	15,500	Clean	Ras Tanura/UK Cont.	$7.25	Mid April
3/10 Pagalam	14,500	Clean	U.S.Gulf/USNH	2.07	Late March
3/10 Crown Trader	15,500	Clean	U.S.Gulf/USNH	2.07	Mid March
3/13 Mormactuel	15,500	Dirty	U.S.Gulf/USNH	1.85	Late March
3/13 Bulkcrude	17,000	Clean	U.S.Gulf/USNH	2.07	Late March
3/13 Stony Creek	15,500	Dirty	Ras Tanura/Genoa	4.52	July

FOREIGN FLAG

3/9 New Echota	13,500	Dirty	NWI/USNH	1.75	Late March
Duivendrecht	6,700	Vegoil	River Plate/UK	59/-d	May
Panaio	11,000	Clean	NWI/UK Cont.	34/11d	April
Luminous	11,500	Dirty	NWI/UK Cont.	30/11d	May
Luminetta	8,500	Dirty	NWI/UK Cont.	30/11d	May
Ramona	15,500	Dirty	Ras Tanura/Genoa	5.09	March
Maridal	9,000	Dirty	Abadan/UK Cont.	34/5d	May
Stromho	15,500	Dirty	Abadan/UK Cont.	37/6d	Mid April
Aristophanes	14,000	Dirty	Ras Tanura/Genoa	5.30	Early April
Meuse-Argonne	13,500	Clean	Aruba/Buenos Aires	4.97	Mar./Apr.
Polarmaid	7,000	Vegoil	3 Ports River Plate/UK	62/-d	April

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 1.5c less.)

Snow White	(1)6.375-7.25(2)
Lily White	(1)6.125-6.375(1)
Cream White	(1)5.75-6.125(1)
Light Amber	(1)4-4.5(1)
Amber	(2)4.125-4.25(1)
Red	3.875(2)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N.Y. Harbor	5.75(1)	5.75(1)	....	....
Philadelphia	5.75(1)	5.75(1)	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

MID-CONTINENT LUBES AT GULF

(In packages, FAB New Orleans; in bulk FOB terminals)

Bright Stock D color, Vis. at 210°	Steel Drums	Bulk
150 vis. 0-10 pp.	(1)29.5-30(1)	(1)18-19.8(1)

Neutral Oil	Col.		
200 vis.	3	....	15.3(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(F.S. 200)	Bunker C Fuel (F.S. 400)
San Pedro, Calif.	$3.35(4)	$1.25(4)
San Francisco	3.56(4)	$1.30(4)
Portland, Ore.	3.77(4)	$1.55(4)
Seattle, Wash.	3.77(4)	$1.55(4)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.60	$3.75
Veracruz	$1.60	
Minatitlan	$1.60	3.75
Pacific Coast		
Guaymas	$3.16	$3.95
Manzanillo	3.16	3.66
Salina Cruz	3.16	3.50

LUBE COLORS GASOline

Fluorescent color for solvent extracted and additive lube oils.

Petroleum Colors

PATENT CHEMICALS, INC.
PATERSON 4, N. J.

Commercial or consumer tank car, tank wagon, dealer and service station prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnote. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Dealer discounts are shown in footnotes. These prices in effect March 20, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La. 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/8c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	13.8	6.5	12.1
Pittsburgh	14.7	6.5	13.25
Allentown	14.4	6.5	12.7
Erie	14.7	6.5	13.25
Scranton	14.7	6.5	13.0
Altoona	14.7	6.5	13.25
Emporium	14.7	6.5	13.25
Indiana	14.7	6.5	13.25
Uniontown	14.7	6.5	13.25
Harrisburg	14.4	6.5	12.7
Williamsport	14.7	6.5	13.0
Dover, Del.	13.4	6.5	11.9
Wilmington	13.4	6.5	11.9
Boston, Mass.	12.7	4.5	....
Springfield	14.6	4.5	....
Worcester	14.0	4.5	....
Fall River	13.7	4.5	....
Hartford, Conn.	14.1	5.5	....
New Haven	13.8	5.5	....
Providence, R. I.	13.7	5.5	....
Atlantic City, N. J.	13.3	4.5	11.9
Camden	13.3	4.5	11.9
Trenton	13.3	4.5	12.2
Baltimore, Md.	13.2	6.5	....
Hagerstown	14.0	6.5	....
Richmond, Va.	13.4	7.5	13.0
Wilmington, N. C.	13.7	7.5	....
Brunswick, Ga.	15.3	8.5	....
Jacksonville, Fla.	14.6	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	14.00	16.5
Pittsburgh, Pa.	17.5	18.5

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	12.1	10.8	7.90	5.6
Pittsburgh		11.75	....	....
Allentown	12.7	11.4	....	....
Wilmington, Del.	11.9	10.9	....	....
Dover	....	10.9	....	....
Springfield, Mass.	....	11.7	....	....
Worcester	....	11.8	....	....
Hartford, Conn.	....	11.0	....	....

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries of 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

CONT'L OIL

(N. B. Prices are Continental's "normal" prices. Current selling prices may be lower than "normal" because of local competition.)

	Conoco N-tane (regular) Tank	Demand (3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.0
Cheyenne	15.7	14.7	6.5	15.0
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N. M.	15.7	14.7	9.0	15.1
Roswell	14.8	13.8	9.0	14.4
Santa Fe	16.0	....	9.5	15.4
Muskogee, Okla.	14.0	13.0	8.0	12.9
Oklahoma City	14.0	13.0	8.0	12.9
Tulsa	14.0	13.0	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	13.0	18.0	5.5
Ft. Worth	13.0	18.0	5.5
Houston	13.0	18.0	5.5
San Antonio	13.0	18.0	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	29.3	9.0	30.0
Winnipeg	27.4	9.0	28.1
Regina, Sask.	26.2	10.0	26.9
Saskatoon	27.0	10.0	27.7
Edmonton, Alta.	21.4	9.0	22.1
Calgary	21.9	9.0	22.6
Vancouver, B. C.	21.0	10.0	24.2
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per Imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	13.0	5.5	12.50
Fort Worth	13.0	5.5	12.50
Wichita Falls	13.0	5.5	12.50
Amarillo	13.0	5.5	12.50
Tyler	13.0	5.5	12.50
El Paso	15.0	5.5	13.85
San Angelo	13.0	5.5	12.50
Waco	13.0	5.5	12.50
Austin	13.0	5.5	12.50
Houston	13.0	5.5	12.50
San Antonio	13.0	5.5	12.50
Port Arthur	13.0	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 80 gals.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T.	Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San. Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.5
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	19.5	23.0	7.5	28.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	28.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

Taxes:

Boise 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state; Honolulu 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial; Honolulu TT prices also do not include Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (regular), except Utah which is 1.5c higher than Chevron (regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130; 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine t.t. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	13.3	4.5	11.9
Newark	13.3	4.5	12.2
Baltimore, Md.	13.2	6.5	12.1
Cumberland	14.4	6.5	13.5
Washington, D. C.	13.6	5.5	12.5
Danville, Va.	14.1	7.5	13.7
Petersburg	13.7	7.5	13.3
Norfolk	13.0	7.5	12.6
Richmond	13.4	7.5	13.0
Roanoke	14.0	7.5	14.6
Charleston, W. Va.	15.0	6.5	14.7
Fairmont	14.9	6.5	15.0
Parkersburg	14.9	6.5	14.0
Wheeling	14.7	6.5	15.9
Charlotte, N. C.	14.7	8.5	13.4
Hickory	14.8	8.5	13.6
Mt. Airy	15.2	8.5	13.9
Raleigh	14.8	8.5	13.6
Salisbury	14.4	8.5	13.3
Charleston, S. C.	13.6	7.5	....
Columbia	14.9	7.5	....
Spartanburg	14.2	7.5	....
New Orleans, La.	13.5	10.5	12.3
Baton Rouge	13.2	10.5	12.0
Alexandria	14.5	10.5	13.2
Lake Charles	13.3	10.5	12.6
Shreveport	14.6	10.5	13.0
New Iberia	13.4	10.5	12.6
Knoxville, Tenn.	14.5	8.5	13.2
Memphis	14.2	8.5	13.0
Chattanooga	14.4	8.5	13.1
Nashville	14.7	8.5	13.5
Little Rock, Ark.	14.9	9.0	13.9

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	15.0	16.5
Baltimore, Md.	17.5	....
Washington, D. C.	17.5	....

	FUEL OILS—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N. J.	11.9	11.2	....	....
Newark City, N. J.	12.2	11.0	$3.004	$2.456
Baltimore, Md.	12.1	11.2	$2.94	$2.59
Washington, D. C.	12.5	11.6	$3.10	$2.49
Norfolk, Va.	12.6	11.0	....	....
Danville	12.1	....	....	....
Petersburg	12.3	11.7	....	....
Richmond	13.0	11.4	....	....
Roanoke	....	13.0	....	....
Charlotte, N. C.	13.4	11.9	....	....
Hickory	13.6	12.2	....	....
Raleigh	13.6	12.4	....	....
Charleston, S. C.	....	11.2	....	....
Columbia	....	12.5	....	....
Spartanburg	....	11.7	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Kerosine & No. 1—Atlantic City prices are for deliveries of 500 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 5c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Notes:

Gasoline T.W. prices are to consumers & dealers.

Effective 11-25-49, minimum retail resale price of 17.3c (ex tax) for Esso Gasoline posted throughout New Jersey.

OIL PRICE SECTION

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel T.C.	Mobilfuel Diesel T.W.	MOBILHEAT (No. 2 Fuel) T.C.	MOBILHEAT (No. 2 Fuel) Yard	MOBILHEAT (No. 2 Fuel) T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Manh.	5.5	....	....	....	....	13.7	....	....	12.7	....	11.8	....	....	11.1	8.59	5.5
Bronx	5.5	....	....	....	....	13.7	....	10.0	12.9	....	11.8	....	8.2	11.2	8.59	5.5
Kings	5.5	....	....	....	....	13.7	9.3	9.8	12.7	8.5	11.8	7.8	8.1	11.1	8.59	5.5
Queens	5.5	....	....	....	....	13.7	....	....	12.7	....	11.8	....	....	11.1	8.59	5.5
Richmond	5.5	....	19.4	....	....	13.6	9.2	9.7	12.8	....	11.8	7.7	8.0	11.0	8.59	5.5
Albany, N. Y.	5.5	21.3	22.3	24.8	12.7	13.7	9.8	10.0	12.9	9.2	12.0	8.8	9.0	11.1	7.89	5.86
Binghamton	5.5	....	....	....	13.7	14.8	11.2	11.4	14.3	10.6	13.1	10.1	10.3	12.6	....	....
Buffalo	5.5	20.5	21.5	24.2	13.5	14.5	11.1	11.3	14.4	10.4	13.3	9.9	10.1	12.8	....	8.9
Jamestown	5.5	21.8	....	....	13.6	14.7	11.1	11.3	14.6	....	13.0	9.9	10.1	12.5	....	....
Mt. Vernon	5.5	....	....	....	....	13.9	....	10.1	13.0	....	12.0	....	8.3	11.3	8.79	....
Plattsburg	5.5	....	....	....	....	15.0	11.0	11.0	....	....	....	10.0	10.2	12.8	....	....
Rochester	5.5	20.4	21.4	23.4	13.4	14.5	10.9	11.1	14.2	....	12.9	9.8	10.0	12.4	....	....
Syracuse	5.5	22.0	23.0	25.0	13.4	14.4	10.9	11.1	14.2	10.2	12.8	9.7	9.9	12.3	....	....
Bridgeport, Conn.	5.5	....	....	....	....	13.8	9.3	9.3	....	....	....	8.1	8.1	10.7	....	....
Danbury	5.5	....	....	....	....	14.2	....	10.8	....	....	....	....	9.8	11.9	....	....
Hartford	5.5	....	....	....	12.8	14.1	9.7	9.7	....	9.0	12.0	8.5	8.5	11.0	....	....
New Haven	5.5	20.3	....	....	12.5	13.8	9.3	9.3	....	8.6	11.9	8.1	8.1	10.7	....	....
Bangor, Me.	7.5	24.8	....	....	13.4	14.8	10.3	....	14.3	9.6	12.7	9.2	....	12.3	....	....
Portland	7.5	22.4	23.4	....	12.3	13.7	9.6	....	13.6	8.9	11.9	8.5	....	11.5	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	12.5	13.7	9.5	....	13.6	8.9	11.9	8.4	....	11.5	....	....
Concord, N. H.	5.5	....	....	....	....	14.7	....	....	....	....	12.5	....	....	12.1	....	....
Lancaster	5.5	....	....	....	....	16.1	....	....	15.8	....	13.9	....	....	13.6	....	....
Manchester	5.5	....	....	....	....	14.2	....	....	14.5	....	12.6	....	....	12.2	....	....
Portsmouth	5.5	21.2	22.2	....	13.2	14.1	10.0	....	....	9.3	11.8	8.9	....	11.1	....	....
Providence, R. I.	5.5	18.9	19.9	21.9	12.5	13.7	9.5	10.1	13.4	8.8	12.0	8.4	8.8	11.6	....	....
Burlington, Vt.	6.5	....	....	....	13.6	14.6	10.8	10.8	....	10.1	12.9	9.3	9.3	11.9	....	....
Rutland	6.5	....	....	....	....	15.2	....	11.3	....	....	13.5	....	10.3	12.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	16.5	15.0	18.0	19.0	18.0	17.0	18.5
V.M.&P. Naphtha	18.5	16.5	19.5	25.5	17.5	19.0	18.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more. Following "voluntary discounts": Boston t.c., 0.4c; Providence t.c. & yard, 0.55c; Albany t.c. & yard, 0.3c.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 900 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more. Following "voluntary discounts": N.Y.C., Mt. Vernon, Bridgeport, Hartford and New Haven t.c. & yard, 0.3c; Albany t.c. & yard, 0.5c; Boston t.c., 0.55c; Providence t.c. & yard, 0.55c.

Notes:

Gasoline t.w. prices are to Consumers & Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 87 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 80 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 91	Aviation Gasoline-Cons. T.W. Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Sohio X-Tane Gasoline (Regular-Grade) Resellers	Sohio X-Tane Gasoline (Regular-Grade) S.S.	Naphthas & Solvents—Cons. T.W. S.B. Solvent	Naphthas & Solvents—Cons. T.W. D.C. Naphtha	Naphthas & Solvents—Cons. T.W. V.M.&P. Naphtha	Naphthas & Solvents—Cons. T.W. Varnolene	Naphthas & Solvents—Cons. T.W. Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	17.0	15.5	16.5	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Canton	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Cincinnati	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Cleveland	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Columbus	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Dayton	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Lima	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Mansfield	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Marion	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Portsmouth	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Toledo	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.30
Youngstown	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Zanesville	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c off consumer t.w.

Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County) 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price, 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-70 unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Crown (Reg. Grade) Red Cr'n. Dir. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	Stanolex Furnace Oil 100 gals. & over
Chicago, Ill.	x16.0	x14.0	4.5	15.3	....	....
South Bend, Ind.	x17.0	x15.5	5.5	15.8	14.3	13.3
Detroit, Mich.	16.9	15.4	4.5	14.7	13.8	12.8
St. Paul, Minn.	x16.5	15.4	6.5	15.6	13.7	12.7
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.2	12.2
St. Louis, Mo.	x15.7	x14.2	4.5	14.6	x12.5	x11.5
Wichita, Kans.	18.4	13.4	6.5	13.0	11.2	10.2
Omaha, Nebr.	x16.0	x14.5	7.5	14.7	13.1	12.1
Fargo, N. D.	18.3	16.8	5.5	16.3	14.6	13.6
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5
Milwaukee, Wisc.	16.4	*11.9	5.5	15.5	14.0	13.0

	Fuel Oils—T. W.—Chicago, Ill. Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.5	13.8	1,749 gals.	9.6	8.45
100-149 gals.	13.8	....	750 gals. & over	8.85	7.7
150 gals. & over	13.3	....			
150-399 gals.	....	12.8			
400 gals. & over	....	12.3			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

* Subnormal.

Effective dates: x March 14; x† March 20.

KENTUCKY STANDARD

	Crown Net Dealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	13.3	8.5	14.8
Lexington	16.0	8.5	14.5
Louisville	14.7	8.5	13.8
Paducah	14.6	8.5	13.5
Jackson, Miss.	15.1	7.5	13.7
Vicksburg	14.6	7.5	13.2
Birmingham, Ala.	14.6	8.5	14.0
Mobile	14.4	9.5	13.5
Montgomery	15.2	9.5	14.1
Atlanta, Ga.	15.3	8.5	13.7
Augusta	15.8	8.5	14.4
Macon	15.3	8.5	13.8
Savannah	14.6	8.5	13.5
Jacksonville, Fla.	14.6	8.5	13.5
Miami	13.1	8.5	13.5
Pensacola	14.4	9.5	13.4
Tampa	12.5	8.5	13.5

Taxes:

Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:

Consumer t.w. prices are same as net dealer prices.

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Phone: COrtland 7-8090

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Excellent Condition
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SURPLUS & SALVAGE CO., INC.
Jamestown, N. Y.

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Complete 5000 bbls atmospheric fractionation unit—treating equipment—double unit TEL plant all in excellent condition.
BOX 341

Position Wanted

BRITISH MARKET—Advice, information, statistics, queries. Executive (Petroleum Products) offers services as correspondent. **BOX 339**

CHEMIST: Experienced. **Analyses, research, production, development, Chemicals, lubricants, fuels, petroleum, refining, plant surveys. BOX 350.**

POSITION WANTED: Experienced Gasoline pump and Equipment salesman available in eastern Pennsylvania, New Jersey, Delaware and Maryland. Following with major oil companies and distributors. Salary and commission. **BOX 340**

INTERNATIONAL AIRLINE PILOT: Seeks flying position in petroleum industry presenting opportunity to learn the business preliminary to company's composite utilization of his ability. Five years executive experience. Airline transport rating. Five thousand hours in over fifty aircraft types including several twin and four engine. Age Thirty-Six. Married. Excellent references. Now employed. **ROGER GARDNER, 478 East Center, Manchester, Connecticut.**

Wanted to Buy

WANTED TO BUY
Fuel Oil and Gasoline business in New England.
BOX 342

WANTED TO BUY
Refineries for Dismantling
at any location
No Job Too Big
WEINSTEIN CO. **610 W. 8th St.**
Jamestown, N. Y. **Phone 6-154**

An advertisement in NPN's Classified Section will bring you quick, effective results.
WRITE TODAY
NATIONAL PETROLEUM NEWS
1213 West Third St., Cleveland 13, Ohio

OIIC Maps Plans to Bring Oil's Story Into Schools

NPN News Bureau

NEW YORK—Oil Industry Information Committee is making a special study of public and private secondary schools to find the most practicable way of setting up a program to give students and educators a better understanding of the oil industry, and oil men a clearer picture of the schools.

Pendray & Leibert, New York public relations consultants, has been engaged to make a preliminary study and is to report at the next OIIC meeting in Chicago May 15-17. Long-range plans call for a "pilot" program to begin with the next school term in September, with full-scale program to be ready for the 1951-52 school year.

Meanwhile, district offices of OIIC currently are engaged in holding a series of "workshop" meetings to give local committeemen a detailed picture of the 1950 OIIC program.

The theme of meetings is "You've Got a Story—Start Telling It Now."

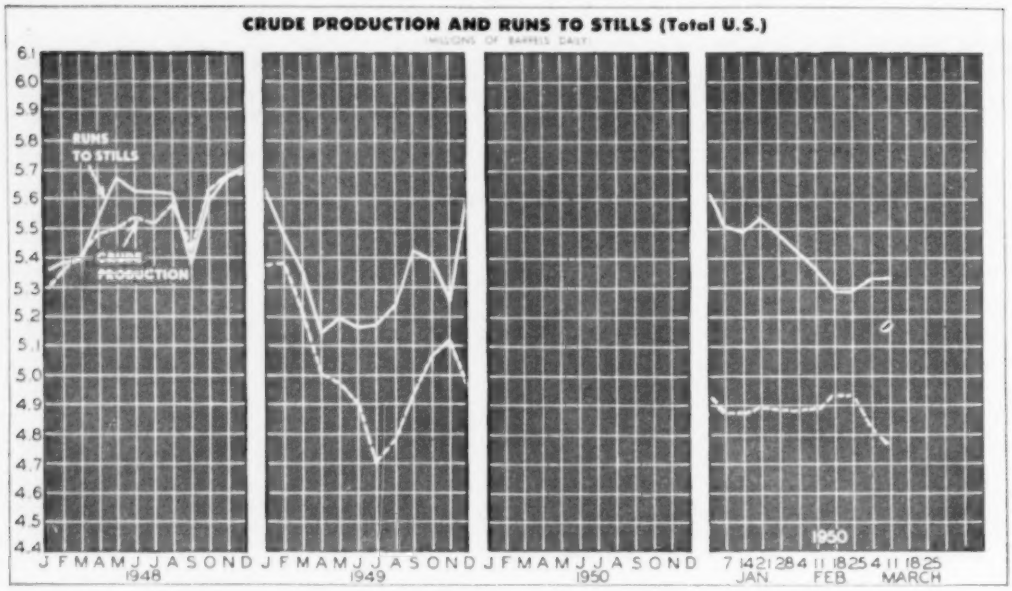
In addition to giving local committeemen a fill-in on the 1950 program, the "workshop" meetings will serve as "clinics" for local committeemen to suggest ways and means of improving the OIIC program from the local viewpoint.

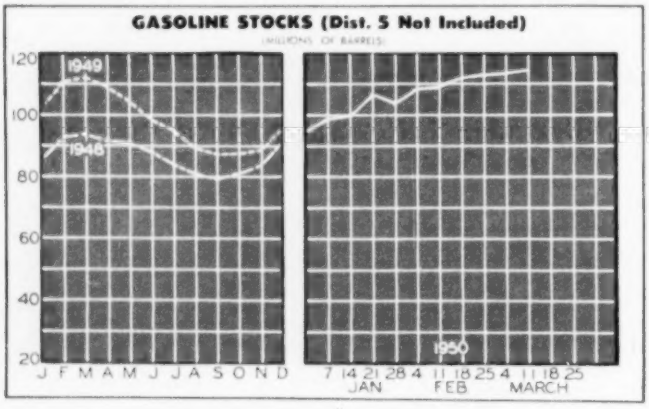
At one "workshop" meeting last week (March 14) at Hershey, Pa., Harold B. Stone, Atlantic Refining Co., Philadelphia, chairman of Pennsylvania OIIC, told an all-day session that more than 50,000 persons are employed in the Pennsylvania oil industry and more than $800 million worth of oil products manufactured in the state annually. Others on the program were: Franklyn Waltman, Sun Oil director of public relations; James S. Haskins, OIIC field operations supervisor; Walter E. Black, Middle Atlantic District OIIC chairman; G. E. Philips, Lewistown, Pa., and J. E. Stevens, Harrisburg, president and secretary, respectively, of Pennsylvania Petroleum Assn.

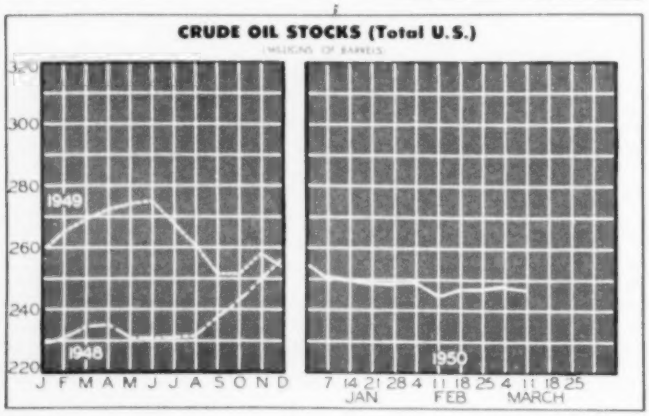
Compounders Study Group Purchases of Antifreeze

Buying of volatile antifreeze on a group basis is being considered by members of Independent Oil Compounders Assn., Milwaukee. Under the plan, association members would make their purchases from one supplier, who would also do packaging. Members would have to decide upon a brand name and can design.

The association has sent questionnaires to its members to determine if enough are interested and will have large enough annual requirements to make the plan feasible.







Crude Oil Stocks

(Bureau of Mines figures in thousands of barrels)

	Mar. 4	Mar. 11	Change from Mar. 4
Pennsylvania Grade	2,776	2,691	—85
Other Appalachian	1,705	1,588	—117
Lima-Michigan	784	792	+
Illinois-Indiana	10,034	10,192	158
Arkansas	3,103	3,192	89
Kansas	8,164	8,546	382
Louisiana	15,691	16,191	500
North	3,673	3,912	239
Gulf	12,018	12,279	261
Mississippi	2,420	2,609	189
New Mexico	7,443	6,945	—498
Oklahoma	26,675	26,651	—24
Texas	109,170	107,383	—1,787
East Texas	14,849	14,727	—122
West Texas	38,137	37,117	—1,020
Gulf Texas	29,399	29,400	1
Other Texas	26,785	26,139	—646
Panhandle	3,955	3,974	19
North	7,471	7,021	—450
South	7,227	7,040	—187
Other	8,132	8,104	—28
Rocky Mountain	13,604	13,621	17
California incl. heavy	37,814	37,966	152
Foreign	7,051	7,425	374
Total crude stocks in U. S.	246,454	245,702	—752
Total located in Bureau of Mines' East Coast District	13,758	13,574	—184

Penna. Crude Runs to Stills

(Compiled by National Petroleum Assn., from reports of all companies refining Penna. Grade Crude. Figures in bbl.)

Week Ended March 11, 1950	Week Ended March 4, 1950	Week Ended March 12, 1949
56,515	55,340	52,727

REFINERY OPERATIONS

(American Petroleum Institute figures in thousands of barrels of 42 gallons each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.)

Districts	Crude Runs to Stills: Daily Average Week Ended March 11	Crude Runs to Stills: Daily Average Week Ended March 4	Crude Runs to Stills: % Operated Week Ended March 11	Crude Runs to Stills: % Operated Week Ended March 4	Gasoline Production at Refineries Inc. Natural Blended Week Ended March 11	Gasoline Production at Refineries Inc. Natural Blended Week Ended March 4	Kerosine Production Week Ended March 11	Kerosine Production Week Ended March 4	Gas Oil & Dist. Fuel Oil Production Week Ended March 11	Gas Oil & Dist. Fuel Oil Production Week Ended March 4
East Coast	823	790	81.8	78.5	2,301	2,308	238	229	1,315	1,162
Appalachian (Dist. 1)	87	86	73.7	72.9	320	299	59	32	108	113
Appalachian (Dist. 2)	81	75	81.3	100.0	183	231	41	42	87	83
Ind., Ill., Ky.	998	966	88.3	85.5	3,534	3,304	421	422	1,075	1,257
Okla., Kans., Mo.	436	427	81.3	79.7	1,766	1,690	189	142	623	561
Inland Texas	202	214	72.0	77.3	1,009	1,101	70	95	181	197
Texas Gulf Coast	1,187	1,205	75.0	76.2	3,929	4,013	718	659	1,420	1,728
Louisiana Gulf Coast	400	436	87.3	95.2	1,364	1,440	399	411	542	601
No. La. & Arkansas	81	89	84.4	83.3	175	183	56	53	83	88
Rocky Mt. (Dist. 3)	10	12	66.7	80.0	39	47	2	1	9	13
Other Rocky Mt. (Dist. 4)	186	177	84.3	80.5	624	579	51	49	218	226
California	843	848	79.0	79.5	2,360	2,545	186	49	593	999
Total U. S.—B. of M. Basis	*5,314	5,338	80.8	80.8	17,608	17,707	2,429	2,184	6,250	7,048
U. S.—B. of M. Basis, March 12, 1949	5,452		85.9		17,267		2,093		7,325	
East of California	4,471	4,488	81.7	81.0	15,248	15,162	2,243	2,135	5,657	6,049

* Includes 478,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended March 11	Residual Fuel Oil Production Week Ended March 4	Total Stocks Kerosine Week Ended March 11	Total Stocks Kerosine Week Ended March 4	Total Stocks Gas Oil and Distillates Week Ended March 11	Total Stocks Gas Oil and Distillates Week Ended March 4	Total Stocks Residual Fuel Oil Week Ended March 11	Total Stocks Residual Fuel Oil Week Ended March 4	Stocks of Finished and Unfinished Gasoline Week Ended March 11	Stocks of Finished and Unfinished Gasoline Week Ended March 4	Per Cent Daily Refining Capacity Reported Week Ended March 11
East Coast	1,482	1,608	6,122	7,020	13,281	15,806	8,567	9,085	27,624	27,517	100.0
Appalachian (Dist. 1)	63	68	278	289	444	490	297	249	2,722	2,744	90.3
Appalachian (Dist. 2)	92	114	85	96	132	143	89	105	1,077	1,115	97.3
Ind., Ill., Ky.	1,287	1,206	2,343	2,196	5,639	6,536	2,145	2,288	27,821	27,897	90.3
Okla., Kans., Mo.	407	439	521	551	2,780	3,066	829	836	14,478	14,285	82.8
Inland Texas	310	285	233	249	710	743	547	539	4,250	4,304	81.5
Texas Gulf Coast	1,567	1,563	2,030	2,056	8,837	9,712	4,551	4,941	20,119	19,843	97.2
Louisiana Gulf Coast	503	403	1,417	1,418	2,863	2,722	2,227	2,202	7,438	6,966	88.1
No. La. & Arkansas	109	99	221	202	478	647	243	260	3,643	3,342	72.6
Rocky Mt. (Dist. 3)	16	20	25	25	73	77	35	37	94	100	35.1
Other Rocky Mt. (Dist. 4)	261	253	231	223	1,480	1,449	503	516	5,225	5,061	88.7
California	2,313	2,082	892	780	9,865	10,278	24,603	25,028	20,788	20,834	91.1
Total U. S.—B. of M. Basis	8,210	8,140	14,407	15,486	46,575	51,670	44,544	46,086	(1)35,284	134,208	92.7
U. S.—B. of M. Basis, March 12, 1949	8,125		18,517		51,804		58,707		(1)26,188		
East of California	5,897	6,058	13,515	14,686	36,710	41,392	19,943	21,058	114,496	113,374	93.1

Unfinished gasoline stocks included are: (1) 8,565,000 bbls.; (1) 8,684,000 bbls.

Crude and Condensate Production

(API figures in barrels daily)
Week ended March 11

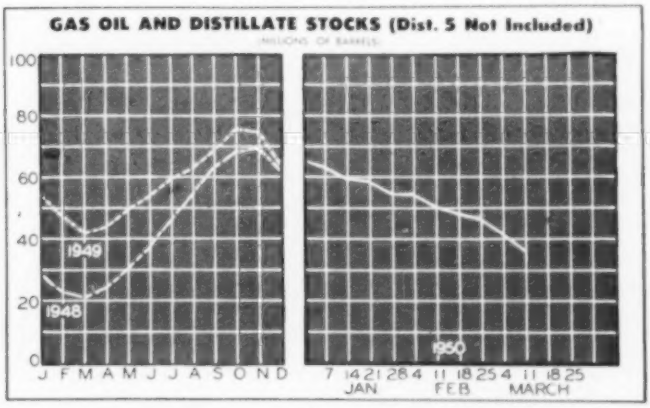
State	Crude & Condens.	Change from Previous Week
*New York-Pa.	40,700	+ 850
Florida	1,150	+ 150
*W. Virginia	7,800	+ 600
*Virginia	100	
*Ohio—S. E.	5,200	+ 100
Ohio—Other	3,650	+ 300
Indiana	28,400	+ 2,550
Illinois	143,150	+ 1,600
Kentucky	25,750	+ 500
Michigan	44,600	+ 900
Nebraska	** 1,450	— 100
Kansas	**251,150	—25,250
Oklahoma	**418,050	— 6,650
Texas:		
Dist. 1	25,900	+ 100
Dist. 2	115,550	+ 1,200
Dist. 3	336,100	—23,350
Dist. 4	184,150	+ 1,100
Dist. 5	23,100	— 5,850
East Texas	249,200	+14,750
Other Dist. 6	41,250	— 1,500
Dist. 7-B	62,400	+ 150
Dist. 7-C	50,100	— 1,500
Dist. 8	532,000	—21,800
Dist. 9	139,050	+ 450
Dist. 10	89,250	+ 100
Total Texas	1,873,050	—34,150
North La.	125,100	— 3,650
Coastal La.	404,200	—15,450
Total La.	529,300	—19,100
Arkansas	85,600	— 500
Mississippi	97,350	— 5,750
Alabama	1,750	
N. Mex.—S. E.	127,600	— 600
N. Mex.—Other	300	
Wyoming	153,950	+ 4,700
Montana	22,100	+ 850
Colorado	57,250	— 1,050
Utah	2,500	
Calif.	865,050	— 2,250
Total U. S.	4,826,950	—82,300

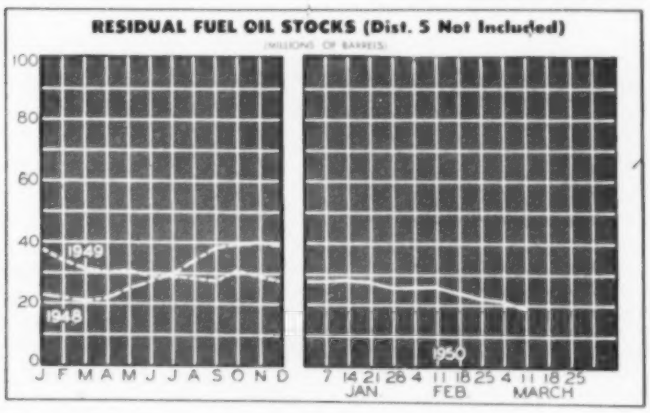
*Penna. Grade crude incl. 53,800 + 1,550

Breakdown of condensate production which is included in above table is as follows:

Arkansas	5,200	Texas	34,600
No. La.	9,000	Wyoming	650
Coastal La.	13,400	California	2,750
Mississippi	3,600		

** Okla., Kans., Neb. figures are for week ended 7 a.m., March 9, 1950.





About Oil People

Young Jobbers

Herman Vanden Bosch, 33, of Gregory Independent Oil Co., Gregory, S. Dak., is a versatile individual. His work with the company includes bookkeeping, ordering and collecting, service station sales and general management duties.

Starting as service station attendant and part-time transport driver with the company in 1940, Herman feels that the secret to successful jobbing is hard work. "There is plenty of business," he says, "but like every other business, it requires constant attention if you are to get your share."

The company, which distributes products by transport from a pipe line terminal at Rock Rapids, Iowa, has two trucks for local delivery. It has recently completed rebuilding of a service station in Gregory and is planning construction of a super station there. Independent Oil is owned by George C. Scholl.

Born on a farm near Sheldon, Iowa, in a family of ten, Herman graduated from high school in Boyden, Iowa, and attended Orange City Junior College in Orange City, Iowa. He is a member of South Dakota Independent Oil Men's Assn. and serves as vice president of the local school board, as treasurer of the church board, and as treasurer of the fire department. He is also a member of Isaac Walton League and is senior warden in Gregory Lodge No. 158, F & AM. Herman is married, with two sons, Paul, 10, and Jerry, 6. His hobbies are singing, fishing and hunting—particularly for pheasant.

Mr. Vanden Bosch

J. A. McNally, API administrative assistant and member of the association's staff for 30 years, is reported making satisfactory progress after a critical operation at Brooklyn Hospital on March 6. He hopes to be able to sit up this week. He is expected to remain at Brooklyn Hospital until about March 27.

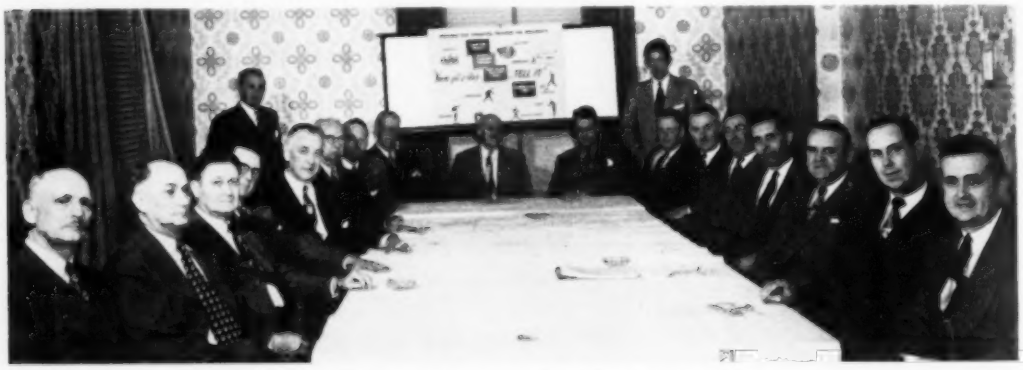
* * *

A. M. Skoglund, Des Moines, state manager of The Texas Co., is the new Iowa state chairman of the Oil Industry Information Committee. Mr. Skoglund served last year as an area chairman for the OIIC for eight counties in Iowa, and at present is a member of the executive committee of the Iowa Petroleum Industries Committee.

Other Iowa OIIC state officers are: **William P. Byrne**, Shell Oil Co., Des Moines, vice chairman in charge of administration; **L. L. Lemon**, Phillips Petroleum, Des Moines, and **M. W. Nicholson**, Indiana Standard, Des Moines, co-chairmen of the state speakers' bureau.

* * *

E. W. Pembleton is division manager of the newly formed Richmond, Va., division of Cities Service. Mr. Pembleton was formerly manager of the Kingston, N. Y., division, which has been consolidated with the New York division. **J. E. Gately, Jr.**, will continue as New York division manager.



Shown at recent meeting of Arkansas Oil Industry Information Committee in Little Rock, Ark., are these oil men (seated left to right): J. E. Berry, Liberty Oil Co.; W. F. Scarborough, Arkansas Petroleum Industries Committee; M. A. Springer, Lion Oil Co.; R. H. Green, Green Oil Co., and president of Arkansas Oil Jobbers Assn.; P. J. Ward, Esso Standard; C. C. Breeding, Arkansas Fuel Oil Co.; A. B. Speights, Gulf; T. M. Martin, Lion Oil Co., retiring chairman; W. S. Kotch, Magnolia Petroleum Co., new chairman; R. G. Lawton, McAlester Fuel Co.; Clint Elliott, Elliott Oil Co.; D. P. Brodie, Magnolia; P. E. Gilliam, Continental; D. S. Yielding, Continental; R. T. Colquette, Pan-Am Southern; E. E. Moore, Pan-Am; and Jack Clarke, Lion Oil. Standing in rear are (left to right): R. J. Braux, The Texas Co.; and Paul Cain, OIIC district representative, Dallas

A terrific PLUS for TEXACO DEALERS—

THE NEW CUSTOM-MADE HAVOLINE

...with a CUSTOM-MADE *advertising* and *sales promotion* campaign to match!

A GREAT OIL MADE EVEN GREATER!

Yes, the new Havoline is *custom-made* . . . the best motor oil money can buy! It passes all requirements for *heavy-duty* lubricating oils, including the tough government and industry tests!

+ OVER 50 MILLIONS REACHED REGULARLY ON TV—IN MAGAZINES!

Custom-Made Havoline is now *shown* and *sold* on America's No. 1 Television Show, starring America's No. 1 TV performer, Milton Berle. Week after week, in the leading national magazines, big full-page, full-color ads are telling car owners everywhere about this great motor oil.

+ OVER 34 MILLION POSTER MESSAGES DAILY

Thousands of poster boards—coast to coast on the highways and in the towns during March and April. Every poster a brilliant stopper, a solid reminder of the new Custom-Made Havoline, sold under the big red Texaco star.

+ POWERFUL DEALER PROMOTION!

And available for Texaco Dealers to use locally—banners, window streamers, direct mail, special give-aways, and other Custom-Made Havoline promotion items . . . a great *custom-made* campaign!

No wonder TEXACO DEALERS are such busy dealers!

A Great Line-up for TEXACO DEALERS

Sky Chief and *FIRE-CHIEF* GASOLINES

HAVOLINE and TEXACO MOTOR OILS · MARFAK CHASSIS LUBRICATION · P T ANTI-FREEZE · REGISTERED REST ROOMS

GET MORE NIGHT BUSINESS WITH GLO-RITE-LITES

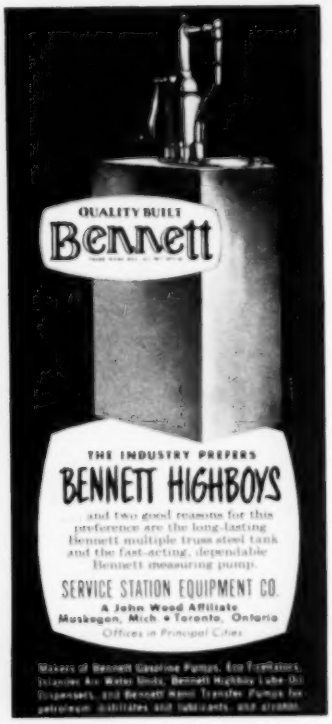
You can modernize your location AT LOW COST with GLO-RITE-LITES! Superior mechanical features make them so *economical* to purchase . . . to operate . . . to maintain. Easier to install, guaranteed to operate efficiently even in sub-zero weather.

Better light your site with GLO-RITE-LITES.

WRITE FOR FOLDER TODAY!

A Few Choice Territories Still Open

OSCAR PHILLIPS CO.
2918 VINE ST. CINCINNATI 19, OHIO



ABOUT OIL PEOPLE

Discussing convention problems was this group of directors of Wisconsin Petroleum Assn. at recent Milwaukee meeting. They are, left to right: John I. Kaiser, Eau Claire; Don Condon, Ripon; D. H. Gallagher, Milwaukee, and Don Neverman, Marinette

Group of directors attending recent Milwaukee convention of Wisconsin Petroleum Assn. are, left to right: A. J. Schierl, Stevens Point; Lavern Schaetzel, Germantown; P. M. Nelson, Rice Lake, and Harry McGaughey, Racine. Latter three were re-elected to the board

Sylvester Dayson, president of Premier Oil Refining Co. and general manager of Premier Petroleum Co., has resigned effective March 1. He is succeeded in both positions by **R. P. Hargis,** who has been associated with Mr. Dayson for more than 25 years. Mr. Hargis has stated there will be no major changes in management personnel or policies. Mr. Dayson will be available on a consulting basis to the Premier companies.

* * *

Stanolind Oil and Gas Co. has appointed **Donald B. Edwards** chief engineer of its manufacturing department to fill a vacancy left by the resignation of **A. J. Pettigrove.**

* * *

General Petroleum has regrouped its top level marketing staff, giving **L. M. Butterworth** the newly created post of manager of gasolines and fuels. He will provide direct support to field personnel responsible for selling these products to commercial and wholesale accounts.

H. Alber has been appointed manager of retail merchandising and will be responsible for merchandising of petroleum products and TBA through retail channels.

A. L. Knipping, Jr. has been named manager of operations. He retains his previous functions of handling all operations matters for the marketing department.

B. F. Ball becomes assistant general manager, reporting to **C. H. Wartman,** general manager.

D. C. Breese has been named manager of marketing services. He will co-ordinate study and research for sales programs.

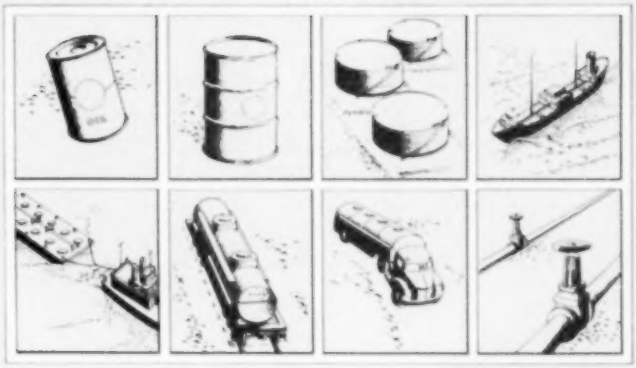
* * *

Harry D. Collier, director of California Standard, has been named California state chairman of the American Cancer Society's 1950 Educational and Fund-Raising Drive.

* * *

In recognition of services to the Belgian economy, **William R. Marshall,** general manager of Atlantic Oil Storage Co., Antwerp, has been made a Knight of the Order of Leopold I. Atlantic Storage is the marketing subsidiary of Atlantic Refining Co. in Belgium. Mr. Marshall has been stationed abroad for a number of years.

Which fits into



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Equipped to handle *any* liquid that can flow through a pipeline . . . and offering *all* the advantages of your own private terminal . . . General American Tank Storage Terminals' facilities are available to you—*with no capital investment on your part.* Here you may enjoy complete privacy and safe, profitable storage and distribution for your product at low cost. As a further aid to your business, General American Tank Storage Terminal warehouse receipts represent the highest form of collateral.

FOUR TERMINALS STRATEGICALLY LOCATED AT:

Carteret, N. J. — *Houston, Tex.*
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Aerial view of Carteret, N. J. Terminal. Similar facilities are available at all four General American Tank Storage Terminals.

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GENERAL AMERICAN TANK STORAGE TERMINALS

GENERAL AMERICAN TRANSPORTATION CORPORATION
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ABOUT OIL PEOPLE

New advertising and promotion manager of Cities Service Oil Co. (Pa.) is **R. C. Keck,** succeeding **R. S. Blount,** who was recently appointed sales manager of the Boston division. Mr. Keck transferred from the advertising and news department of Petroleum Advisers, Inc., in 1946, having been associated with Cities Service since 1938. He served for five years with the Army Air Force during World War II.

* * *

Stanley W. Duhig, vice president and director of Shell Oil Co., is retiring effective March 31. His service to the company and subsidiaries dates from 1913.

* * *

James E. Stevens, new secretary of Pennsylvania Petroleum Assn., is a former investigator for the Federal Trade Commission in Chicago and has worked for 20 years in trade association work in the soap industry. His election fills a vacancy left by the death last November of Grover R. Dale, who had served as secretary since the association was founded three years ago.

Mr. Stevens

* * *

Shell Oil Co. has appointed **W. C. Dowell** manager of the real estate department of its Minneapolis division. Mr. Dowell, who started with Shell in 1929 at Decatur, Ill., spent 10 years in the real estate department of the company's Chicago division. For the past four years he has been manager of the real estate department of Shell's New England division with headquarters in Boston.

H. T. Victor, real estate manager at Minneapolis since 1942, has been transferred to the same position in Boston. He held various positions at St. Louis and Cleveland before being assigned to Minneapolis.

* * *

Rex H. Winget will retire April 1 as manager of Midland Wholesale Co-op Refinery, Cushing, Okla., and will be succeeded by **R. G. Bandy.**

* * *

W. E. Randolph, formerly general wholesale sales manager for Sun Oil's western division, has joined Roosevelt Oil and Refining Corp. of Mount Pleasant, Mich., as sales manager. **J. A. Steffe,** formerly sales manager, is now Roosevelt's special products division manager.

Other appointments recently made by Roosevelt are:

Watson A. Spoelstra, general salesman, formerly with M. S. Knee Co., of Grand Rapids, Mich.; **Edward J. Denman,** general salesman, formerly sales manager for the Lewis Fuel Co. of Lansing, Mich.; **Stanley P. Martin,** special representative, crude oil purchasing department, formerly vice president of Franklin Supply Co., Chicago. **Dale Groves** has been transferred from the accounting division and made credit manager.

* * *

Gulf Oil Corp. has named **Edwin J. Barth,** petroleum technologist, a technical consultant in its general sales division.

* * *

Skaggs Walsh, Inc., Long Island City, N. Y., fuel oil distributor and oil burner dealer, has been bought by **Albert G. Baerenklau** and **Henry A. Baerenklau** of Baerenklau & Co., and **John W. Scott** of Buckley & Scott, Inc. No change in the name or policy of the company will be made at this time, purchasers said.

New officers include: Albert Baerenklau, president; Mr. Scott, treasurer and first vice president; Henry Baerenklau, secretary and assistant treasurer; **Stanley R. Walsh,** vice president and general manager; and **Norris R. Skaggs,** vice president.

* * *

Socony-Vacuum Oil Co., Inc., is shifting three port captains in principal territories of its marine transportation department. **Capt. E. H. Danesi** is being transferred April 1 from Beaumont, Tex., to Providence, **Capt. W. R. Matson,** Providence, will move May 1 to Port Socony, Staten Island, N.Y.; and **Capt. F. B. McKneely** will move from Port Socony to Beaumont July 1.

* * *

Major William C. Snyder, U. S. Air Forces, on an extended leave of absence from Sinclair Refining Co.'s Atlanta marketing division, has arrived in London, England, where he has been given a three-year assignment as deputy for air in the Area Petroleum Office.

* * *

J. B. Nolan, until recently area advisor at New York to Standard-Vacuum Oil Co. for South and East Africa areas, has been appointed chairman of the board and managing director of Vacuum Oil Co. of South Africa, Ltd., Capetown, a Standard-Vacuum subsidiary. He succeeds **W. C. Allin** who retired after 48 years with Vacuum.

* * *

Ira H. Cram, vice president in charge of Continental Oil's exploration, now also holds the newly created position of vice president in charge of Continental's production department. Mr. Cram has done geological exploration work throughout the United States, Canada and Venezuela, and is a past president and past secretary-treasurer of the American Assn. of Petroleum Geologists.

SUPER SALESPUMP

BOWSER

BOWSER, INC.
1306 Creighton Avenue
FORT WAYNE 2, INDIANA

Sales and Service in all principal cities

ABOUT OIL PEOPLE

CHICAGO OIL MEN'S CLUB—Standing, left to right: Truman Gish, fuel oil manager, Consumers Co., second vice president; John Stumpf, assistant head of tank car sales, Johnson Oil Refining Co., club president; John McDowell, head of wholesale sales in Chicago area for Cities Service Oil Co., first vice president; (seated L to R) Gerald F. Tripp, city sales, Hughes Oil Co., treasurer; and William Ganley, vice president, Falley Petroleum Co., secretary

John Stumpf, assistant head of tank car sales, Johnson Oil Refining Co., has been elected to serve as 17th president of the 26-year old Chicago Oil Men's Club. The club's success has become his hobby, and during his terms in various club offices in past few years, membership has grown steadily. Present roll lists 555 resident and non-resident members.

Mr. Stumpf joined the club in 1924 and has been in the oil business more than 40 years. He is a member of the API 25-Year Club.

John McDowell, head of wholesale sales in Chicago area for Cities Service Oil Co., is this year's first vice president. In addition to posts for the club, he has served as a member of the industry's Public Relations Committee for metropolitan Chicago. He joined Cities Service in 1929 after being graduated as civil engineer from Union College, Schenectady, N. Y.

Truman Gish, second vice president, joined the club shortly after he went with Consumers Co. in 1945 as manager of fuel oil and equipment division. He started in the oil business as a service station attendant 19 years ago.

Gerald F. (Jerry) Tripp, city sales for Hughes Oil Co. was chosen club treasurer for 1950. His more than 18 years in the oil business was interrupted by two years of Navy service in the Pacific on an LSM.

William (Bill) Ganley, vice president, Falley Petroleum Co., and this year's secretary, was introduced to the oil business about 17 years ago when he worked as club custodian. Two years later he became associated with Valvoline Oil Co., and went to work for Falley Petroleum in 1937.

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EXTRA ACCURACY: National's service-proven measuring mechanism is absolutely accurate at any rate of delivery, at any pressure. The air separator working as a unit with the regulating valves guarantees a full flow of air-free gasoline to the measuring unit.

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MODEL "62" LOW PUMP

The hose is extended (for distant service) and retracted by a weight-controlled, nylon-covered cable. The hose mechanism is extremely simple and holds maintenance to a minimum.

Choose from these popular hose extension types:

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Nylon cable type hose extension. Serves cars up to 12 feet away.

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Send for descriptive bulletin giving complete specifications.

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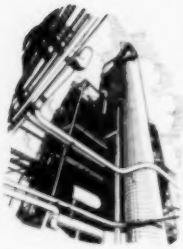
A BRAND NEW MOTOR OIL



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with A BRAND NEW NAME

Here is one more reason for motorists, dealers and distributors alike to "Be *sure* with Pure"—new Purelube, the *sure* motor oil!

The finest motor oil ever made by The Pure Oil Company in 35 years of refining high-quality lubricants, new Purelube contains every modern motor oil improvement. It's Premium Quality—*plus!*

To make Purelube, Pure Oil built a new multi-million-dollar lubricants plant at its largest refinery, near Beaumont, Texas.

To announce new Purelube—and to sell it for Pure Oil dealers and distributors everywhere—The Pure Oil Company has launched the greatest new-product advertising campaign in its history.

New Purelube—the *sure* motor oil! You'll be hearing about it . . . and so will your customers!

THE PURE OIL COMPANY, General Offices: Chicago

Be sure with PURE

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THE SURE MOTOR OIL

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